



spotlight

July 2012 Vol. 45 No. 7

care
nurture
provide
community
hope
donate
help
give
love



Closer
to the Heart 



Roger Smith

Chief Executive Officer
AIL & NILICO

Closer to the Heart

"I expect to pass through life but once. If therefore, there be any kindness I can show, or any good thing I can do to any fellow being, let me do it now, and not defer or neglect it, as I shall not pass this way again." — Etienne de Grellet

I was seated with Torchmark CEO Mark McAndrew, several SGAs and their wives at dinner one evening during the Executive Council meeting in Atlantis (Bahamas) back in March. The topic of conversation turned to the startling experience of stepping off the resort property into the local communities in which the hotel employees — the very people who were serving our meal — live and raise their families. "Night-and-day" is hardly an adequate analogy for the striking contrast that exists in most of the international destinations to which we travel. In most cases, poverty begins a few feet beyond the perimeter of the resort.

Wouldn't it be great if we could do something to help the communities we visit, both foreign and domestic? Wouldn't it be great if we could leave these places better than they were before we came?

We can and we are.

Closer to the Heart is a long-term project through which Torchmark Corporation, via its affiliates — that's us — extends its commitment to the community by making financial and service contributions to organizations and programs that provide hands-on assistance in the communities we visit.

We partner with US-based charitable organizations that provide humanitarian aid in destinations we visit for SGA and Executive Council meetings as well as Convention. We work with the partner organization to determine critical needs and how best to help support their efforts. We introduce the project at our meeting and solicit funds. When it is feasible, we will seek hands-on opportunities for community service, like the New Orleans Habitat for Humanity project after Hurricane Katrina.

Torchmark Corporation has committed to match the funds that we and the other affiliate companies donate to these community projects up to \$100,000 per year.

We kicked off *Closer to the Heart* at the SGA meeting in Los Cabos, Mexico in April. Mark and I visited several areas that receive support from our partner organization, the Los Cabos Children's Foundation. We met the children, spoke with the families, and we came away touched and humbled.

We introduced our second project during General Session at Convention in the Dominican Republic in May. We are well on our way to being able to provide desperately needed housing in an area that has been ravaged by natural disasters.

You know, it's easy to look around these places and become overwhelmed by the level of need and suffering. Food For The Poor, our partner organization in the Dominican Republic, addresses that attitude with the following story:

As a young boy walked the beach at dawn, he noticed an old man ahead of him picking up starfish and tossing them into the sea. Catching up with the man, the boy asked why he was doing this. The old man explained to the boy that the stranded starfish would die if left in the morning sun. "But the beach goes on for miles and there are millions of starfish," exclaimed the boy. "How can your effort make any difference?"

The old man looked at the starfish in his hand and then threw it safely into the waves. He turned to the boy and said, "It made a difference to that one."

Edward Everett Hale said, *"I am only one, but I am one. I cannot do everything, but I can do something. And I will not let what I cannot do interfere with what I can do."*

Didn't attend Convention? That's okay, anyone can donate. Don't have much money to spare? Trust me: whatever you have to give is more than these people have. Please consider this my personal invitation to participate in current and future *Closer to the Heart* projects.

Imagine the difference our combined efforts can make.

Be sure to see pages 16-17 for details on our projects as well as how to donate.



spotlight

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Managing Editor

Sam Yarbrough
syarbrough@aillife.com

Writer & Copy Editor

Leah Fry
lcry@aillife.com

Lead Designer

Annalee MacFie
amacfie@aillife.com

Graphic Designer

Jonathan McGinnis
jpmcginnis@aillife.com

Contributors

Becky Brown
Ian Campbell
Paula Clements
Karen Curtis
Barbara DuPree
Carrie Eckles
Lana Giebe
Angel Henderson
Mary Lampert
Lisa LaValley
Ryan Meredith
Muñeca Moody-Yanez
Pat Nevarez
Teri Porter
Amy Rivera
Robyn Talley
LaTonja Wilkerson
Rhonda York

Home Office

254-761-6400

Web Sites

www.aillife.com
www.nilife.com
aillaptopondemand.com
www.aillacademy.com
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sga career track New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

total bonuses paid out

This month AIL and NILICO paid a total of \$2,488,974 in bonuses. For more information on the monthly bonuses, turn to Page 28-33.

Total: \$2,488,974

required retention rate

Effective Jan. 1, 2012, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	69.0%
Net to Gross:	78%

dates to remember

eApp business and paper applications subject to the **7 day hold** should be uploaded or sent to Home Office by **Friday 08/24** before 2:00 P.M. CST. Paper apps for areas excluded from the 7 day hold and PR credits must be at HO by **Wednesday 08/29** to count for **August** production.

correction

The previously reported Personal Recruit Production Bonus pages mistakenly listed contest to date figures as monthly figures. We apologize for any confusion.

*look for the asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2013 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. You can view the 2013 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Manchester Grand Hyatt located in Sunny San Diego! The convention will be held May 22-25, 2013.*



anniversaries
& promotions

pg. 06



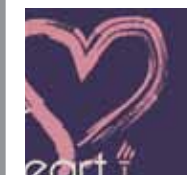
2nd quarter
contributions

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leadership
academy

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closer to
the heart

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million
dollar club

pg. 34



LOOK
FOR ME!

SA/GA
**DIRECT CODE
FIELD TRAINING**
BONUS

CONTEST EXTENDED!

The SA/GA Direct Code Field Training Bonus has been so successful, it has been extended to **December 31, 2012!**

Since this Bonus was introduced, the number of weekly bonuses and the number of qualifying SAs and GAs have both continued to increase. The purpose of the Bonus is to give SAs and GAs a vested interest in getting and keeping their Agents hitting bonus each week, which leads to better Agent retention and team and Agency growth. Talk to your manager about how the Direct Code Field Training Bonus can add to your income each month!

TOP JUNE BONUS LEADERS



1 SIONE MAUMAU \$5,041 Steve Friedlander	2 JOSH WHEELER \$3,530 Surace-Smith	3 CHRISTOPHER EARLE \$3,498 Williams-Zophin	4 STEVE SVENDSON \$2,889 Richard Correa	5 SHAHAB MAHDAVINEJAD \$2,750 Theodore Pappas
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JUNE BONUS LEADERS

June Bonus Payout \$290,144
June Bonus Qualifiers 661

Name	Bonus	SGA
1 Sione Maumau	\$5,041	Steve Friedlander
2 Josh Wheeler	3,530	Surace-Smith
3 Christopher Earle	3,498	Williams-Zophin
4 Steve Svendson	2,889	Richard Correa
5 Shahab Mahdavinejad	2,750	Theodore Pappas
6 Christopher Vasu	2,631	Surace-Smith
7 Jesse Spencer	2,562	Oldham-Bianchi
8 Harrynarine Ramoutar	2,283	Theodore Pappas
9 Denise Hewison	2,252	Surace-Smith
10 Reynolds Akuamo	2,159	Theodore Pappas
11 Joshua Cosentino	2,125	Simon Arias
12 Darrell Asbell	2,094	Altig-Orlovic
13 Jahara Lewis	1,995	Altig-Orlovic
14 Thomas Soloweyko	1,988	Steve Greer
15 Keith Coscia	1,976	Surace-Smith
16 William Myatt	1,957	Brandon Cooley
17 Levi Stearns	1,950	Altig-Orlovic
18 Gary Bowen	1,899	Matt Henderson
19 Ryan Jean	1,897	Eric Cochran
20 Alisha Armand	1,872	Theodore Pappas
21 Adam Huck	1,868	Surace-Smith
22 Aaron Dunlap	1,861	Simon Arias
23 Zbigniew Stankiewicz	1,856	Fred Hadayia
24 Andrew Haskins	1,792	Altig-Orlovic-Hay
25 Roosevelt Wilson	1,784	Gigliione-Ackerman

Name	Bonus	SGA
26 Christopher Favor	\$1,781	David Hausman
27 John Napiza	1,774	Jatoft-Foti
28 Sokol Fazliu	1,685	Simon Arias
29 Ofa Siasau	1,653	Steve Friedlander
30 Bernardo Estevez	1,653	Theodore Pappas
31 Earl Phillips	1,642	Cunningham-Weatherspoon
32 Zachary Frentsos	1,629	Surace-Smith
33 Kehinda Pryor	1,592	Bob Olson
34 Brodie Fischer	1,565	Imran Satti
35 Ashley Wenning	1,511	Surace-Smith
36 George Baumberger	1,511	Theodore Pappas
37 Edward Atkinson	1,490	Surace-Smith
38 Tamara Hughes	1,482	Kevin Davis
39 Ryan Fickert	1,419	Surace-Smith
40 Jonathan Laaker	1,398	Cunningham-Weatherspoon
41 Ross Budweg	1,395	Tiffany Roland
42 Randy O'Campo	1,390	Altig-Orlovic
43 Matthew Conrad	1,383	Surace-Smith
44 Ronnie Patea	1,353	Steve Friedlander
45 Lawrence Reardon	1,347	Simon Arias
46 Antonio Reyes	1,345	Simon Arias
47 John Velardo	1,343	Chris LaFond
48 Terrence Williams	1,329	Fred Hadayia
49 Shane Scheel	1,308	Bob Olson
50 Michael Cloherty	1,308	Oldham-Bianchi

Please Note: All qualifiers listed achieved at least \$500 in bonus totals.
Contest ends December 31st, 2012. For full bonus details, visit www.aillife.com/arc/spotlight.aspx

Name	Bonus	SGA	Name	Bonus	SGA
Cynthia Schneideman	\$1,272	Sabrina Lloyd	Oscar Portillo	\$763	Steve Greer
Nicholas Moore	1,265	Oldham-Bianchi	Jaqueline Kosalek	763	Oldham-Bianchi
Peter Hudusek	1,259	Alt-Orl-Traboulay	Jacob Unger	760	Simon Arias
Elaine Kulawiak	1,240	Oldham-Bianchi	Christopher Chunn	754	Jeremy Welch
Marveliz Polanco	1,226	David Hausman	Mohammed Moalawi	752	Theodore Pappas
Shelly Cullen	1,224	Steve Friedlander	Aaron Booth	745	Simon Arias
David Kirst	1,212	Oldham-Bianchi	Christopher Newman	742	Surace-Smith
Kasey Williamson	1,196	Chris Hernandez	Hoang Cooke	737	Cindy Furer
Vemin Vigier-Reynoso	1,192	Matt Henderson	Tyler Stewart	728	Simon Arias
William Pameter	1,182	Oldham-Bianchi	Gretchen Crady	728	Chris Hernandez
Gregory VanSuch	1,170	Simon Arias	Jose Carvajal	698	Laura Fisher
Lisa Heyman	1,155	Fred Hadayia	John Conard	695	Simon Arias
Nicholas Rogers	1,142	Matt Henderson	Edona Hughes	695	Kevin Davis
Tamecka Dixon	1,127	Gigliione-Ackerman	Michael Roe	685	Bob Wingate
Reuben Rios-Cruz	1,121	Matt Henderson	Ronald Kuttruff	679	Simon Arias
Tere Diamond	1,114	Steve Friedlander	Rita Baumgartner	679	Simon Arias
Gregory McDuffie	1,110	Matthew Hogan	Richard Whyte	678	Alt-Orl-Traboulay
Robert Biser	1,091	Surace-Smith	Evan Reich	677	Philip Prata
Vatapuia Vavau	1,088	Steve Friedlander	Zachary Leedyard	676	Altig-Orlovic
Seta Donabedian	1,085	Imran Satti	Joy Nardone	674	Chris LaFond
Ashley Delevieuse	1,081	Philip Prata	Peter Van Der Westhuizen	674	Richard Correa
Christopher Chovanec	1,076	Steve Greer	Lydia Ertle	656	Steve Greer
Hector Carrillo	1,072	Brandon Cooley	Felicia Price	652	Jatoft-Foti
Catherine Cennaro	1,061	Theodore Pappas	Michael Gerstein	651	Gigliione-Ackerman
Kristian Brennan	1,058	Imran Satti	Bradley Kampmeier	626	Chris Hernandez
William Ragle	1,054	Richard Correa	Nathaniel Durkin	626	Simon Arias
Ryan Merritt	1,042	Jeremy Welch	George Angulo	626	Altig-Orlovic
Thomas Dolin	1,041	Oldham-Bianchi	Timothy Watson	625	Surace-Smith
Pamela Jenkins	1,036	Laura Fisher	Marc Salvaggi	621	Surace-Smith
Jordan Freeman	1,030	Steve Greer	Priscilla Nellissen	620	Desi Dimitrova
Andrew Pratt	1,025	Cunningham-Weatherspoon	Thomas Ashton	619	Jeffery Thiel
Zaid Jian	1,022	Alex Roland	Jared Durham	618	Simon Arias
Lydia Smith	999	Cunningham-Weatherspoon	Kevin Talbot	618	Joseph Diecedue
Valen Eberhard	998	Michael LiBassi	William Flourmoy	615	Steve Greer
Anthony Batista	974	Theodore Pappas	Darrell Nelsen	612	Tiffany Roland
Dominic Okonta	971	Theodore Pappas	Richard Nypower	610	Altig-Orlovic
Carissa Van Wagenen	961	Oldham-Bianchi	Sean Kiersztyn	610	Mark Hancock
Deion Adams	960	Bob Olson	Kyle Lewicki	609	Surace-Smith
Vaimalaala Taufua	953	Steve Friedlander	Judy Hinz	608	Altig-Orlovic
Donna Trotta	952	Theodore Pappas	Todd Glazer	599	Joseph Diecedue
Jorge Guerra	951	Gigliione-Ackerman	Joseph Schneider	599	Cohen-Cohen
Patrick O'Brien	944	Paul Rurbuc	Keith Litterst	596	Matt Henderson
Jonathon Anderson	931	Cunningham-Weatherspoon	Anita Ferris	588	Steve Friedlander
Xavier MacLarty	925	Williams-Zophin	Amber Burchett	585	Surace-Smith
Charles Ferrari	925	Simon Arias	Daniel Alvarado	584	Steve Greer
Marian Sertler	921	Sabrina Lloyd	Kate Daye	576	Simon Arias
Daniel G Johnson	918	Surace-Smith	Ikani Fifita	573	Steve Friedlander
Peter McEaney	901	David Hausman	Jeffrey Kitsis	571	Altig-Orlovic
Alexander Dorey	897	Imran Satti	Stephanie Wright	568	Eric Neal
Pamela Altman	896	Surace-Smith	Justin Lerch	567	Steve Greer
Philip Russo	896	Simon Arias	Andre Bent	564	Bob Olson
John Sikora	889	David Hausman	Eric Ebbitt	562	Simon Arias
Maurice Baritz	878	Chris LaFond	Scott Smith	558	Fred Hadayia
Rolando Vega	855	Steve Greer	Erna Gasanin	557	Fred Hadayia
Samotta McKeever	854	Bob Olson	Alireza Yaesubi	556	Josh Chalco
Ashlee Hutchins	845	Gigliione-Ackerman	David Rodrigues	555	Richard Correa
Nicole Conrad	843	Fred Hadayia	Antonio Evans	554	Chris Hernandez
Nicole Johnson	843	Surace-Smith	Michael Polakowski	546	Simon Arias
Unique Hunnicutt	836	Alex Roland	Sean Velasquez	543	Cohen-Cohen
Patrick Cotton	826	Chad Deley	Amr Shater	537	David Hausman
Mary-Delores Ayarzagaitia	814	Matt Henderson	James Smith	535	Altig-Orlovic-Hay
Minh Phung	809	Scott Rehberg	Ashley Baker	533	Travis Moody
Gian-Paolo Diberardo	808	Brandon Cooley	Anthony Wright	531	Simon Arias
Kyle Taylor	795	Travis Moody	Nathan Luscombe	531	Philip Prata
Samantha Sliger	785	Jeremy Welch	David Guzman	529	Surace-Smith
John Bacaron	782	Cohen-Cohen	Mark Gorman	528	Simon Arias
Ataka Reed	777	Bob Olson	Liam Flaherty	526	Simon Arias
Stephen Creaghan	772	Joseph Diecedue	Kenneth Johnson	525	Sonny Gurney
Charles Diulus	766	Simon Arias	DeAnthony Hartman	524	Paul Rurbuc

Anniversaries

35 Years of Service
David Cohen, SGA
27 Years of Service
Lou Nell Busby, PR
22 Years of Service
Tim Schroeder, GA
19 Years of Service
C J Briggie, PR
18 Years of Service
Timothy Cruise, Agt
17 Years of Service
John DeRosier, Agt
15 Years of Service
Slav Bitman, SGA
13 Years of Service
Barbara Leader, Agt
11 Years of Service
LaTonya Tucker, MGA
9 Years of Service
Diane Carrion, Agt
Max Quasem, Agt
Rodney Ward, MGA
8 Years of Service
Heather Hewitt, Agt
Norman Lew, Agt
Beth Snow, Agt

Thomas VanOsdol, Agt
Nicholas Zangardi, MGA
7 Years of Service
Diego Arangopuerta, Agt
Matt Flores, MGA
Michael Mandella, RGA
Travis Moody, SGA
Jesse Wise, Agt
6 Years of Service
Marino Baca, MGA
Ricardo Garavito, Agt
James Palmes, Agt
Allan Shapiro, Agt
Paul Smoley, Agt
Natalie Soboleva, MGA
Christopher Williams, MGA
5 Years of Service
I-Perfection Harris, MGA
Taneshia Solomon, MGA
Anthony Theriault, GA
4 Years of Service
Jason Bratin, RGA
Linda Byas, Agt
Marvin Chalwe, Agt
Denice Copp, GA
Chantal Daigle, Agt

Karolina Debek, SA
Joseph Geer, SA
Michael Manosca, GA
Humberto Quintero, MGA
Beau Springer, GA
Jonathan Tomko, SA
3 Years of Service
John Albertini, SA
Lindon Carter, Agt
Nanette Clay, Agt
Niurka de Armas-Duran, Agt
Jonathan Emura, RGA
Bradley Gray, Agt
DeAnthony Hartman, GA
Elias Hazen, MGA
Akbar Hosseini, Agt
Peter Hudousek, SA
Henry Ingraham, MGA
Elizabeth Lo, GA
Tabita Neukirch, Agt
Christopher Newman, GA
Felicia Price, SA
Candice Rezzo, SA
Crystal Senour, PR
Zbigniew Stankiewicz, GA
Dustin Surace, Agt

Michael Williams, MGA
2 Years of Service
Cherie Adams, MGA
Tim Caruso, PR
Asenaca Chute, Agt
Anthony Cruz, Agt
Carly Ferraro, Agt
Nicholas Frankovich, SA
Debra Hunter, GA
Kyle Johnson, MGA
Elaine Kulawiak, GA
Vienna Liaina, Agt
Michael Lindsey, GA
Avram Pinto, MGA
Ryan Reausaw, GA
Zachary Santino, GA
Cameron Severns, MGA
Dione Simms, Agt
Nicolas Ullmann, MGA
Rovie Vanhtha, MGA
Iran Zaranda, SA
1 Year of Service
Kristina Aguirre, Agt
Danielle Arena, GA
Margaret Armstrong, SA
Jeffrey Barr, Agt

Leah Bonner, SA
Carrie Bowman, SA
Jacob Brockmann, GA
Amber Burchett, Agt
Caleb Butcher, SA
Matthew Butler, SA
Dain Cannady, Agt
Matthew Caternolo, GA
Nicole Conrad, SA
Joshua Cook, GA
Robert Cook, Agt
James Curtis, MGA
Harold Durana, GA
Christopher Favor, GA
Charles Ferrari, GA
Liam Flaherty, SA
Marcia Fraser-Douglas, GA
Zachary Frensisos, SA
Benjamin Goldberg, SA
Sean Grant, GA
Shauna Hanneemann, Agt
Ellen Haretuku, Agt
April Harmon, GA
Matthew Haslett, SA
Maurice Hawkins, SA
David Hefflin, Agt

Lisa Heyman, SA
Cathy Holly, SA
Andy Jaikaran, SA
Momodou Jallow, SA
Jason James, SA
Ricky Jenkins, GA
Daniel J Johnson, GA
Jacqueline Kosalek, SA
Michelle Kyles, GA
Meghan Lay, Agt
Jessimi Lewis, SA
James Lisonbee, Agt
Mercedes Lloyd, MGA
Nehemiah Lucas, GA
Gilbert Martinez, Agt
Alvin Massenburg, GA
Amie McCracken, SA
Christopher McMenomy, MGA
Ryan Merritt, GA
Joel Moran, MGA
Alex Niemann, SA
Benjamin Norman, Agt
Kwaku Nti, Agt
Raymond Ochoa, SA
Zach Otto, MGA
Kurt Overy, Agt

Karen Parson, GA
Denise Perry, PR
Jesusdieu Portilus, Agt
Andi Ramazani, Agt
Scott Ramsey, GA
Evan Reich, SA
Cheryl Rodriguez, Agt
Nicholas Rogers, SA
Noel Rose, MGA
Dustin Rushin, MGA
John Sikora, GA
Joshua Smith, Agt
Anthony Stephens, SA
Richard Whyte, SA
Timothy Wilson, GA

Promotions

Regional General Agent
Astrid Cartagena
Robert Kanaan
Raymond Risucci
John Sparby
Evan Wicklund
Master General Agent
Timothy Velky
60% General Agent
Raymond Balestra
Bernadette Casciato
Christopher Chunn
Drew Frazier
Zaid Jian
Michael Lindsey
Erin Moyer
Priscilla Nelissen
Michael Polakowski
Victor Restrepo
Michael Roe
Kasey Schultz
Danessa Seward
John Sikora
Kingsley Tazinya
Peter Van Der Westhuizen
57.5% General Agent
Milena Arceo
Ashley Baker
Maurice Baritz
Joshua Buckley
Matthew Caternolo

Tamecka Dixon
Antonio Evans
Marcia Fraser-Douglas
Sean Grant
Marcus Howard
Brian Hutchings
Ashlee Hutchins
Christine Jesoraldo
Alison King
Caitlin Lee
Ryan Leong
Ian Noble
Lawrence Reardon
Keith Reed
Ravone Royster
Kaylee Scheckel
Albert Serur
Donald Skaggs
Donna Trotta
Alisa Walker
Jason Wilk
Roosevelt Wilson
55% Supervising Agent
Bryan Blust
Samuel Ciaramitaro
William Dunlap
Ronald Esmon
Robert Fails
Joshua Garrison
Christopher Giuffria
Steven Gora

Kasie Greenwalt
Melanie Hail
Demetrius Hall
Gregory Hanisco
Rachael Hearst
Dara Long
Cashia Mason
Matthew McCarty
Peter McEnaney
Jeremy McFarland
Samotta McKeever
Thomas Miller
Courtney Moore
Richard Pazak
Larry Pittman
Wilfredo Rivera
Joe Roy
Sarah Schroeder
Nicholas Scott
Melody Short
Jeffery Shurlov
Keven Silvia
Michael Stevens
Jade Toler
Oceanna Trzeciakcates
William Volk
Rachel Wade
Terry Walton
Dale Whitmore
Eric Williams
Paul Wood

Sherri Woods
52.5% Supervising Agent
Milton Alexander
Ibrahim Bah
Sharon Barnes
Cavenack Bernadin
Albert Biney-Amissah
Kyle Bradshaw
Kardel Brooks
Shorne Brown
Blair Burroughs
Jessica Burrows
Jason Capizzi
Donta Combs
Sean Crimmins
Jonathon Davis
Paul Davis
Michelle Dehner
Nathaniel Durkin
Levi Edmonds
Yussuf Elzein
Jason Engelman
Carlton Eto
Alexander Evans
Duckens Fanfan
Fabiola Flores
Henry Fonet
Paul Freeman
Michelle Fuller
Eric Williams
Dwayne Garrett

Konstantinos Gerolimatos
Kimberly Hagner
Andrew Henderson
Mark Hinton
Timothy Hooker
Jacqueline Karachairlian
Ronald Kent
Delvin King
Ronnie Knight
Seabringna Landfair
Daniel Lapiana
Jeffrey Layton
Kevin Lewis
Caleb Longley
Starlet Luczon
Sami Lyons
Melissa Martinez
Katie Massart
Vincent Mayben
Eric McInteer
Tyler McKnight
Christopher Mendes
Brittney Miller
Tanya Mitchell
Ismail Mori
Cody Nechiporenko
David Neisler
Joseph Nieders
Yovanna Ortiz
Susan Parko
Robinson Parramejia

Timothy Pawley
Eric Peyton
David Pirog
Ryan Polz
Valentin Ponyaev
Tilly Roebeck
Joseph Ruhl
Esther Scott
Videl Seymour
Christian Silvia
Satbir Singh
Verna Singletary-Trask
Cynthia Sittig
Joseph Smith
Michael Stone
Michael Stuver
James Summers
Jason Taybron
Hugh Thompson
Melissa Turner
Ryan Welty
Scott Wheeler
Laura Wilson
Craig Winkelman
Susan Wong
Aleksy Zaytsev

deliver
care
help
hope
donate
community
nurture
love
give
provide
nurture

MGA

NAME	#	SGA
Mark Wyner	14	Sabrina Lloyd
Matthew Diulus	13	Simon Arias
Zachary Hart	13	Surace-Smith
Mark Kukielski	10	Eric Neal
Justin Adams	9	Simon Arias
Richard Barbour	9	Steve Greer
Stephen Jubrey	9	Oldham-Bianchi
Craig Strompf	8	Cindy Furer
Magda Figueiredo	8	Giglione-Ackerman
Richard Nicholson	8	Jeremy Harbin
Doreen Ryan-Foti	8	Jatoft-Foti
Andrea Nichols	8	Oldham-Bianchi
Rodney Ward	8	Paul Rumbuc
Richard Dyer	7	Jason Adamo
James Keefe	7	Simon Arias
Mark Corkean	7	Steve Greer
Marisa Willgruber	7	Fred Hadayia
Darcy Schrieber	7	Paul Rumbuc
Nicholas Lorence	6	Altig-Orlovic
AshLynn Orng	6	Altig-Orlovic
Chris Lussier	6	Richard Correa
Ryan Hall	6	Laura Fisher
Moswen Taylor	6	Mark Hancock
Raymond Risucci	6	Dorian Oldham
Cherie Adams	6	Bob Olson
Carlo Bonifazi	6	Bob Olson
Jason Bratin	6	Theodore Pappas
Brent Arbour	6	Cisco Perez
Ryan Wilson	6	Philip Prata
Robert Shafer	6	Scott Rehberg
Matt Pflueger	6	Tiffany Roland
Robert Kanaan	6	Imran Satti
Darron Hacker	6	Surace-Smith
Mathew Hart	6	Surace-Smith
Travis Picklesimer	6	Surace-Smith
Nigel Crowe	6	Williams-Zophin
Aaron Parks	5	Simon Arias
Thomas Vena	5	Simon Arias
Chad Panzer	5	Brandon Cooley
I-Perfection Harris	5	Cunningham-Weatherspoon
Mack Doby	5	Joseph Diecedue
Juan De la Cruz	5	Desi Dimitrova

NAME	#	SGA
Ricardo Grandt	5	Laura Fisher
Steven Cox	5	Steve Friedlander
Lucky Faaitiiti	5	Steve Friedlander
Stephen Hill	5	Steve Friedlander
Simon Rolland	5	Steve Friedlander
Jack Keiderling	5	Giglione-Ackerman
Samuel Cohen	5	Fred Hadayia
Beau Locker	5	Matt Henderson
Danielle Jankowski	5	Michael LiBassi
Brett Gryska	5	Oldham-Bianchi
Ransley Vazquez	5	Bob Olson
David Wang	5	Bob Olson
George Noujaim	5	Philip Prata
Ala Awad	5	Alex Roland
Elias Hazen	5	Surace-Smith
Matthew Parks	5	Surace-Smith
Christine Judge	5	Jeremy Welch
Denise Berrios	5	Bob Wingate
Emmanuel Villasenor	5	Bob Wingate
Bobby Gujral	4	Altig-Orlovic
Ryan McIntosh	4	Altig-Orlovic
Eric LaBossiere	4	Chad Deley
Daniel Bauer	4	Simon Arias
Michael Clemente	4	Simon Arias
Lucan Jackson	4	Simon Arias
Randy Teyssier	4	Simon Arias
Astrid Cartagena	4	Eric Cochran
Jimmy Tchen	4	Brandon Cooley
Krista Thieme	4	Brandon Cooley
Matthew Turnquist	4	Richard Correa
Randall Cook	4	Joseph Diecedue
Paul Kelly	4	Steve Friedlander
Taina Lameko	4	Steve Friedlander
Christine Curran	4	Giglione-Ackerman
Matthew Girard	4	Maria Greene
Mark Danner	4	Steve Greer
John Hancock	4	Mark Hancock
Rita Holmes	4	Chris Hernandez
Jessica Santamarina	4	Matthew Hogan
Jake Yagjian	4	Chris LaFond
Zach Otto	4	Sabrina Lloyd
James Allen	4	Travis Moody
Hal Herman	4	Oldham-Bianchi
Michael Romeo	4	Oldham-Bianchi
Melne Lewis	4	Bob Olson
Ariana Jones	4	Theodore Pappas
Travis Brock	4	Dan Rubio
Christopher Osborn	4	Scott Sonnenberg
Daniel Hartwig	4	Surace-Smith
Nicholas Zangardi	4	Surace-Smith
Debbie Ezernack	4	Jeremy Welch
Sommer Daves	3	Jason Adamo

NAME	#	SGA
Melvin Arritt	3	Altig-Orlovic
Hunter Houvener	3	Altig-Orlovic
Ryan Kendl	3	Altig-Orlovic
John McGrath	3	Altig-Orlovic
David Nham	3	Altig-Orlovic
Joshua Olin	3	Altig-Orlovic
Patrick Stenglein	3	Altig-Orlovic
Ryan Stenglein	3	Altig-Orlovic
Evan Wicklund	3	Altig-Orlovic
Ryan Tucker	3	Altig-Orlovic-Hay
Luay Ghawi	3	Altig-Orlovic-Traboulay
Dustin Dunbar	3	Altig-Orlovic-Venekamp
Brian Welsh	3	Simon Arias
Eric Powell	3	James Bailey
Kellen Cuttance	3	Slav Bitman
Byron Paz	3	Josh Chalom
Stacey Davis	3	Samantha Chui
Herman Fennell	3	Samantha Chui
Kody Kramme	3	Eric Cochran
Arnold Pacleb	3	Cohen-Cohen
Jared Cleckner	3	Brandon Cooley
Corey Neff	3	Brandon Cooley
Richard Lyddon	3	Richard Correa
Kevin Rendon	3	Richard Correa
Joshua Jackson	3	Joseph Diecedue
Alfred Taren	3	Desi Dimitrova
Andre Hawthorne	3	Laura Fisher
Ofa Tupouniua	3	Steve Friedlander
Mavrick Fredericks	3	Giglione-Ackerman
Evan Holzhauser	3	Giglione-Ackerman
Tracy Haden	3	Steve Greer
Michael Laramie	3	Steve Greer
Taneshia Solomon	3	Steve Greer
Mitch Duplantis	3	David Hausman
Atta Saleh	3	David Hausman
LaTonya Tucker	3	Gregory Henderson
Sebastian Kazek	3	Matt Henderson
Michael C Williams	3	Matt Henderson
Richard Johnson	3	Matthew Hogan
Timothy Kieran	3	Chris LaFond
Robert Janev	3	Sabrina Lloyd
Natalie Linker	3	Bob Olson
George Rosicky	3	Bob Olson
Syed Quadri	3	Theodore Pappas
Bobby Szwaja	3	Theodore Pappas
Steven King	3	Paul Rumbuc
Robert Dunn	3	Surace-Smith
Caleb Douce	3	Jeffery Thiel
Aaron Ralston	3	Jeremy Welch
Adeyemi Akinade	3	Williams-Zophin
Fritznel Octave	3	Williams-Zophin
Alan Silverman	3	Williams-Zophin
Dustin Rushin	3	Bob Wingate

GA

NAME	#	SGA
Danielle Arena	8	Cisco Perez
Michael Logue	6	Simon Arias
Patrick O'Brien	6	Paul Rumbuc
William Myatt	5	Brandon Cooley
Andrew Pratt	5	Cunningham-Weatherspoon
Anita Ferris	5	Steve Friedlander
Vatapuia Vavau	5	Steve Friedlander
Ricardo Subero	5	Tim McAdams
Maria Ramirez	5	Bob Olson
Unique Hunnicutt	5	Alex Roland
Matthew Conrad	5	Surace-Smith
David Guzman	5	Surace-Smith
Michael Roe	5	Bob Wingate
Jahara Lewis	4	Altig-Orlovic
Brian Sundberg	4	Chad Deley
Charles Diulus	4	Simon Arias
Scott Patterson	4	Joseph Diecedue
Tamecka Dixon	4	Giglione-Ackerman
Roger Watkins	4	Giglione-Ackerman
Valerie Cormier	4	Steve Greer
Samantha Romano	4	Fred Hadayia
Glyn Hurst	4	Matt Henderson
Michael Gapastione	4	Sabrina Lloyd
Matthew Stevens	4	Sabrina Lloyd
Elaine Kulawiak	4	Oldham-Bianchi
Ashley Delevieuse	4	Philip Prata
Timothy Wilson	4	Philip Prata
Minh Phung	4	Scott Rehberg
Alexander Dorey	4	Imran Satti
Samantha Sliger	4	Jeremy Welch
Jeremy Hull	3	Jason Adamo
Cameron Kline	3	Altig-Orlovic
Levi Stearns	3	Altig-Orlovic
Karen Cheng	3	Simon Arias
Cameron Cimino	3	Simon Arias
Eric Ebbitt	3	Simon Arias
Dan Nebraski	3	Simon Arias
Jacob Unger	3	Simon Arias
Gregory VanSuch	3	Simon Arias
Christine Weatherspoon	3	Mark Beckford
Gian-Paolo Diberardo	3	Brandon Cooley
Eric Tsen	3	Brandon Cooley
Jennifer Wehrle	3	Brandon Cooley
Katharine Myers	3	Richard Correa
Ricky Jenkins	3	Kevin Davis
Jack Wang	3	Desi Dimitrova
Jonathan Santiago	3	Laura Fisher

NAME	#	SGA
Debbie Moke	3	Steve Friedlander
Philip Roffi	3	Cindy Furer
Jordan Freeman	3	Steve Greer
Thomas Soloweyko	3	Steve Greer
Edward Davidson	3	Mark Hancock
Donald Dowbor	3	Mark Hancock
Joseph Hagerman	3	Jeremy Harbin
Christopher Favor	3	David Hausman
Chad Potts	3	Chris Hernandez
John Napiza	3	Jatoft-Foti
Robert Ringelsten	3	Sabrina Lloyd
Marian Sertler	3	Sabrina Lloyd
Kyle Taylor	3	Travis Moody
Jennifer Kinder	3	Dorian Oldham
Christina Black	3	Oldham-Bianchi
William Parmeter	3	Oldham-Bianchi
Zachary Santino	3	Oldham-Bianchi
Louis Giozia	3	Theodore Pappas
Mark Glazer	3	Theodore Pappas
Fred Goetz	3	Dan Rubio
DeAnthony Hartman	3	Paul Rumbuc
Robert Nolan	3	Paul Rumbuc
London Burnett	3	Surace-Smith
Anthony Theriault	3	Surace-Smith
Daniel Walton	3	Surace-Smith
Brandon Smith	3	Bob Wingate
Tanner Daves	2	Jason Adamo
Miki Bartolome	2	Altig-Orlovic
Jacob Brockmann	2	Altig-Orlovic
Johanna Handa	2	Altig-Orlovic
Zachary Ledyard	2	Altig-Orlovic
Nicholas Powell	2	Altig-Orlovic
Steven Stensrud	2	Altig-Orlovic
Jonathan Woelfle	2	Altig-Orlovic
Jennifer Mitchell	2	Altig-Orlovic-Hay
Brandon Summerton	2	Altig-Orlovic-Traboulay
Aaron Booth	2	Simon Arias
Bernadette Casciato	2	Simon Arias
Paul DeRenzo	2	Simon Arias
Aaron Dunlap	2	Simon Arias
Jared Durham	2	Simon Arias
Raphael Musto	2	Simon Arias
Michael Polakowski	2	Simon Arias
Ronald Rennich	2	Simon Arias
Albert Serur	2	Simon Arias
John Stankoski	2	Simon Arias
Tyler Stewart	2	Simon Arias

NAME	#	SGA
Jody Barnhill	2	James Bailey
Ravone Royster	2	Slav Bitman
Glen Latona	2	Cohen-Cohen
Joseph Schneider	2	Cohen-Cohen
Steve Svendsen	2	Richard Correa
Russell Trujillo	2	Richard Correa
Brent Wilhelm	2	Richard Correa
Lydia Smith	2	Cunningham-Weatherspoon
Kevin Talbot	2	Joseph Diecedue
Eric Trautloff	2	Cindy Furer
Nadezhda Vitchev	2	Cindy Furer
Michael Gerstein	2	Giglione-Ackerman
Franklin Quezada	2	Giglione-Ackerman
Roosevelt Quezon	2	Giglione-Ackerman
Eluecacia Guzman	2	Maria Greene
Tim Schroeder	2	Steve Greer
Debra Hunter	2	Fred Hadayia
Scott Smith	2	Fred Hadayia
Zbigniew Stankiewicz	2	Fred Hadayia
Sean Kiersztyn	2	Mark Hancock
Amr Shater	2	David Hausman
Mark Harhager	2	Matt Henderson
Larry Finch	2	Matthew Hogan
Valen Eberhard	2	Michael LiBassi
Donald Skaggs	2	Travis Moody
Danielle Cardello	2	Oldham-Bianchi
Andre Bent	2	Bob Olson
Burnette Hughes	2	Bob Olson
Daniel Potilechio	2	Bob Olson
Kehinda Pryor	2	Bob Olson
David Rockway	2	Bob Olson
Reynolds Akuamo	2	Theodore Pappas
Darrell Nelsen	2	Tiffany Roland
Jason Green	2	Paul Rumbuc
Carl Smith	2	Javier Sandoval
Ryan Fickert	2	Surace-Smith
Kevin Holtz	2	Surace-Smith
Christopher Newman	2	Surace-Smith
Daniel Rapp	2	Jeffery Thiel
Jonathan Phillips	2	Jeremy Welch
Glaister Parke	2	Williams-Zophin
Jeremy Hernandez	2	Bob Wingate
Ryan Hernandez	2	Bob Wingate

SA

NAME	#	SGA
Darwin Batista	6	Cisco Perez
Tony Geer	5	Surace-Smith
Darren Danico	4	Laura Fisher
Christine Barbour	4	Steve Greer
Shane Scheel	4	Bob Olson
Evan Reich	4	Philip Prata
Todd Bornstein	3	Altig-Orlovic
Nathan Yeager	3	Altig-Orlovic
Sokol Fazliu	3	Simon Arias
Brandi Hershey	3	Brandon Cooley
Scott Gates	3	Richard Correa
James Kelly	3	Steve Friedlander
Duckens Fanfan	3	Giglione-Ackerman
Oscar Portillo	3	Steve Greer
David Riddle	3	Chris Hernandez
Thomas Kijanowski	3	Sabrina Lloyd
Corey Bryant	3	Tim McAdams
Denise Hewison	3	Surace-Smith
Ashley Wenning	3	Surace-Smith
Robert Pendleton	2	Jason Adamo
Shawn Demyan	2	Altig-Orlovic
Monica Khout	2	Altig-Orlovic
Virginia Lee	2	Altig-Orlovic
Pon Mom	2	Altig-Orlovic
Maria Rezzo	2	Altig-Orlovic
Spencer Rowland	2	Altig-Orlovic
Jennifer Strickling	2	Altig-Orlovic
Ho Tran	2	Altig-Orlovic
Kayla McIver	2	Altig-Orlovic
Britton Costa	2	Simon Arias
Jenna Grula	2	Simon Arias
Antonio Reyes	2	Simon Arias

NAME	#	SGA
Philip Russo	2	Simon Arias
Albert Serur	2	Simon Arias
William Shockley	2	Simon Arias
Megan Pryke	2	Eric Cochran
Andrew Weber	2	Eric Cochran
Hector Carrillo	2	Brandon Cooley
Larry Sale	2	Richard Correa
Charlene Anderson	2	Chad Deley
Syntia Mariner	2	Desi Dimitrova
Priscilla Nelissen	2	Desi Dimitrova
Raymond Ochoa	2	Desi Dimitrova
Richard Troop	2	Laura Fisher
Shelly Cullen	2	Steve Friedlander
Kiriraukawa Hayward	2	Steve Friedlander
Serah James	2	Steve Friedlander
Sione Maumau	2	Steve Friedlander
Rebecca Southey	2	Steve Friedlander
Jelisa Lawson	2	Giglione-Ackerman
Dean Jensen	2	Steve Greer
Justin Lerch	2	Steve Greer
Travis Self	2	Steve Greer
John Young	2	Steve Greer
Polina Philbin	2	Fred Hadayia
Michelle Dehner	2	Jeremy Harbin
Melissa Martinez	2	David Hausman
Marcus Moody	2	Matthew Hogan
Christopher McFoy	2	Jatoft-Foti
Robert Burdi	2	Sabrina Lloyd
Karolina Debek	2	Sabrina Lloyd
Tawana Boyd	2	Tim McAdams
Shernette Sibbles	2	Tim McAdams
Margaret Armstrong	2	Oldham-Bianchi

NAME	#	SGA
Kaitlyn Good	2	Oldham-Bianchi
Nicholas Moore	2	Oldham-Bianchi
Roberto Nieves	2	Oldham-Bianchi
Carissa Van Wagenen	2	Oldham-Bianchi
Sara Wonderling	2	Oldham-Bianchi
Sherie Duvall	2	Bob Olson
Samotta McKeever	2	Bob Olson
Ataka Reed	2	Bob Olson
Matthew Crossman	2	Philip Prata
Julia Misluk	2	Philip Prata
Sondra Batson-Braggs	2	Dan Rubio
Keith Allen	2	Paul Rumbuc
Cody Walker	2	Paul Rumbuc
Jamar Willis	2	Paul Rumbuc
Pamela Altman	2	Surace-Smith
Daniel G Johnson	2	Surace-Smith
Christopher Kennedy	2	Surace-Smith
Christopher Vasu	2	Surace-Smith
Sean Wampler	2	Surace-Smith
Josh Wheeler	2	Surace-Smith
Dustin Brooks	2	Jeffery Thiel
Thomas Tiller	2	Jeffery Thiel
Gardy Desrouleaux	2	Williams-Zophin
Ayman Elsalhy	2	Williams-Zophin
Jean Joseph	2	Williams-Zophin
Juan Sosa	2	Williams-Zophin
Melanie Hail	2	Bob Wingate

CODES

The minimums for recognition are:
SA & GA – at least two codes during the month
MGA – at least three codes during the month

This list recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month.



Susan Fuldauer

Vice President of
Public Relations Field Operations

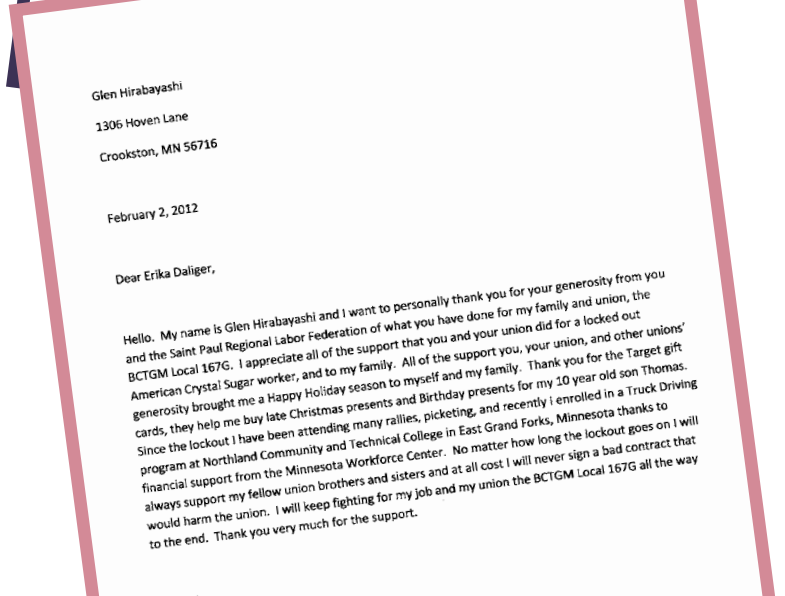
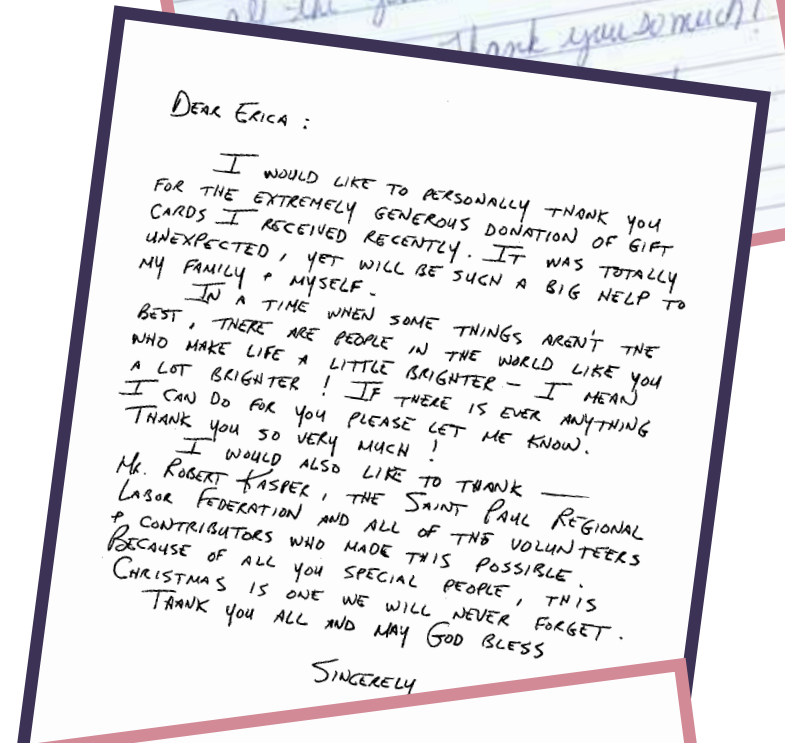
Giving Back — The Heart and Soul of AIL/NILICO

Connecting with our communities and working to make a better world is what we do. Whether you are a member of the Public Relations team, or a part of the agency field force, helping families and our community is who we are and the ideology of giving back and making the world a better place is what we follow. Our contributions come in many forms; from the no-cost benefits we provide our members and families to the food that we deliver to help a family in time of need. From the multitude of charitable organizations we support as a company and as individuals to the Baskets of Hope we deliver every week, we really do care about the needs in our communities.

Have you ever really stopped to think about how many lives you have impacted through your career at AIL/NILICO? Just by doing what we do, every day, every week, every month, we make a difference. But, you've probably not had much time to contemplate your impact, because you are busy doing the things that make a difference in a member's life and in the communities we touch to really think about how you have affected a family's future. What we do makes a difference.

In PR, we walk many picket lines, deliver buckets of fried chicken, cartons of pizza, boxes of donuts, gallons of coffee and cases of water to union brothers and sisters on strike. Along with our agency partners, we've collected and delivered literally tons of food for our laid-off workers and families. It makes us feel good — it's what keeps us doing what we do — to be able to assist and make life a little better for a family. If you have never taken the opportunity to help deliver food from our food banks to a worker or a family in need, you should ask your PR team to invite you to do it so sometime. It's humbling and heartwarming to really help someone. I'm hopeful that none of us ever is on the receiving side of giving. But I take comfort in knowing that if we were, there will be an American Incomer or National Incomer that would stop by with a little ray of hope and a heartfelt contribution.

Certainly we make a difference in our communities, but there is still more we can do.



Contributions listed are from April through June consisting of contributions of \$1000 or more.

American Income & National Income

- | | |
|--|---|
| \$25,000 — American Rights at Work Education Fund - Platinum Sponsor | \$5,000 — Institute For America's Future - Silver sponsor |
| 15,700 — American Friends of Yitzhak Rabin Center - Silver Page Sponsor and Ad | 5,000 — New Jersey State AFL-CIO - Constitutional Convention luncheon |
| 15,000 — Union Sportsmen's Alliance - Support of union members and their families who are passionate outdoor enthusiasts | 5,000 — OPCMA Scholarship Foundation |
| 7,500 — Labor Project For Working Families | 4,000 — National Consumers League - 2012 Trumpeter Award honoring Cecil Roberts |
| 5,000 — Alliance For Retired Americans - Political program support | 3,000 — Manitoba Federation of Labour - Supporting USB drivers for the delegates to the MFL Convention |
| 5,000 — A. Philip Randolph Institute - APRI conference bags | 2,500 — Asian Pacific American Labor Alliance - 20th Anniversary and Education Fund kick-off |
| 5,000 — Bahr Scholarships at Empire State College Foundation | 2,500 — Coalition of Black Trade Unionists - 41st Int'l Convention |
| 5,000 — Campaign For America's Future - Take Back the American Dream Conference | 2,500 — Labor Council for Latin American Advancement - Sponsor at the LCLAA 19th National Membership Convention |
| 5,000 — CBTU - 41st International Convention | 2,500 — Mid Atlantic Political Action Committee - Governor's Club contributor at the 2012 Person of the Year honoring Chef Jeff Henderson |
| 5,000 — Community Services Agency of the Metropolitan Washington Council AFL-CIO - 2012 DC Labor FilmFest | 2,500 — Mississippi Center For Justice - Benefactor sponsor |
| 5,000 — Economic Policy Institute - Economic analysis of issues for working families | 2,000 — National Teamsters Hispanic Caucus - 2012 Convention |
| 5,000 — Guide Dogs of America - Providing the visually impaired men & women with guide dogs | 2,000 — Teamsters National Black Caucus - 37th Annual Educational Conference & Banquet |
| 5,000 — Jewish Labor Committee - For their good work and service to working men and women across the country | 1,570 — Workers Defense League - 76th Anniversary Dinner |
| 5,000 — Illumine Group LLC - In support of a film being made for United Farm Workers in Florida | 1,000 — Peggy Browning Fund - Advocate sponsor at the Peggy Browning Award Celebration |

Top Contributions of Centralized PR

- | | |
|---|---|
| \$15,000 — UFCW District 1 - Major Co-Sponsor for Golf Tournament | \$1,500 — Ontario Teamsters Joint Council 52 - Golf Tournament |
| 10,000 — Nova Scotia Government and General Employees Union - Bursary | 1,500 — Plasterers and Cement Masons Scholarship Foundation - Gold Sponsor for Golf Tournament |
| 5,000 — CEP Ontario Region - Golf Tournament | 1,500 — San Francisco FCU - Golf Tournament |
| 5,000 — IBT 120 - Golf Tournament | 1,500 — UFCW 1428 - Bronze Sponsor for Golf Tournament |
| 5,000 — Tarrant County CLC - Golf Tournament | 1,500 — UFCW Region 4 - Leukemia & Lymphoma Dinner & Ad Sponsorships |
| 5,000 — The Summit Federal Credit Union - The First Tee of Syracuse | 1,350 — LIUNA 368 - Bronze and Team Sponsor for Golf Tournament |
| 4,000 — UFCW 5 - Golf Tournament & Conference | 1,200 — IUPAT DC 16 - Co-Sponsor for Golf Tournament |
| 3,036 — Teamsters Joint Council 7 - Event Sponsorships | 1,120 — UFCW 401 - Golf Tournament |
| 3,500 — UFCW 99 - Platinum Sponsor for Golf Tournament | 1,050 — IBT 28 - Golf Tournament |
| 2,900 — Orange County Labor Federation - Dinner & Ad | 1,000 — British Columbia New Democratic Party - Golf Tournament |
| 2,800 — Western New York Council of the CWA - Golf Tournament | 1,000 — California State Building and Construction Trades Council - Eagle Sponsor for Golf Tournament |
| 2,750 — Ohio AFL-CIO - Main Sponsor for Golf Tournament | 1,000 — IBT 601 - Scholarship |
| 3,500 — British Columbia Building Trades - Scholarship & Golf Tournament | 1,000 — IBT 89 - Scholarship |
| 2,500 — IBT 135 - Scholarship | 1,000 — IBT 959 - Bronze Sponsor for Golf Tournament |
| 2,500 — IUOE 3 - Bronze Sponsor for Golf Tournament | 1,000 — Jobs with Justice - Dinner & Goal Sponsor |
| 2,500 — San Francisco Labor Council - Dinner Sponsorship | 1,000 — North Central States Regional Council of Carpenters - Scholarship |
| 2,000 — Baltimore Building and Construction Trades Council - Silver Sponsor for Golf Tournament | 1,000 — Oregon Hunters Association - Bronze Sponsor for Convention |
| 2,000 — Five for the Fight - Fundraising Donation | 1,000 — Professional Peace Officers Assoc - Bronze Sponsor for Golf Tournament |
| 2,000 — Fraternal Order of Eagles - National Meeting | 1,000 — Puget Sound Labor Agency - Sponsorship of Community Support Program |
| 2,000 — Maryland State & D.C. AFL-CIO - Bronze Sponsor for Salute to Leadership Dinner | 1,000 — UFCW 175 & 633 - Golf Tournament |
| 2,000 — Metropolitan Baltimore Council - Gold Sponsor for Golf Tournament | 1,000 — UFCW 1529 - Birdie Sponsor for Golf Tournament |
| 2,000 — Royal Canadian Legion New Brunswick Command - Scholarship | 1,000 — UFCW 700 - Gold Sponsor for Golf Tournament |
| 2,000 — UFCW Western States Council - Dinner & Ad | 1,000 — UFCW-Golden State 8 - Bronze Sponsor for Michael J. Loveall Run for Children |
| 1,750 — CUPE 500 - Scholarship | 1,000 — UFCW 1473 - Donation for Leukemia & Lymphoma Society |
| 1,700 — IAM District Lodge 190 - Guide Dogs of America Golf & Dinner Sponsorships | |
| 1,695 — New Brunswick Federation of Snowmobile Clubs - Partnership Sponsor | |
| 1,500 — AFSCME Council 25 - Michigan Delegates Reception Co-Sponsor for Convention | |

PERSONAL RECRUIT

— PRODUCTION BONUS —

Personal Recruiting Results
Exceed Expectations!
— But We're Not Done Yet —

The Personal Recruiting Production Bonus pays you cash for bringing a friend* to Opportunity Unlimited in the Second Quarter (April-May-June) and helping them succeed. Once the recruit codes, the goal is to help them achieve all three bonus levels by the August 31 deadline.

BONUS EXTENDED

THROUGH SECOND QUARTER, 2012

*Personal Recruit Definition: A Personal Recruit does not have a resume in the RMS database, nor come from other "Job Posting" scenarios, including Craig's List, Job Fairs, internet postings and similar situations. The Personal Recruit should be someone the recruiter knew previously, or may be someone recruited through "beyond the norm" efforts from stores, restaurants, walking the mall and unique events.

CONTEST BONUS PERIOD IS JANUARY 1, 2012 - AUGUST 31, 2012
 All qualifiers listed achieved at least \$500 in bonus totals.



CONTEST TOTAL BONUS PAYOUT

\$526,750
 Contest Total Bonus Qualifiers: 510

June Bonus Payout
\$96,500
 June Bonus Qualifiers: 125

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Aaron Dunlap	\$8,250	Theodore Lamm	\$2,250	Adeyemi Akinade	\$1,500	Derek Franc	\$1,500
Cherie Adams	7,500	Brandon MacDonald	2,250	James Allen	1,500	Joshua Franco	1,500
Sione Aholoka	6,750	Arnold Pacleb	2,250	Giancarlo Altube	1,500	Jenna Gass	1,500
Sione Maumau	6,750	Chad Potts	2,250	Souleymane Bah	1,500	Godfrey Goodrich	1,500
Unique Hunnicutt	5,500	Alisi Sanalio	2,250	Amelyn Baniqued	1,500	Terrence Graves	1,500
Ofa Tupouniua	5,000	Lawrence Smith	2,250	Jeremy Barrier	1,500	Jason Green	1,500
Va Moua	4,500	Mele Tova	2,250	Felix Berger	1,500	Luan Hajnaj	1,500
Daniel Fifita	4,000	Christopher Vasu	2,250	Aaron Booth	1,500	Mark Harper	1,500
Debbie Moke	3,750	Scott Davis	2,000	Jason Bratin	1,500	Kelly Hassert	1,500
Mark Wyner	3,500	Joseph Jensen	2,000	Michael Buenafe	1,500	Hal Herman	1,500
Miguel Cotrina	3,250	Timothy Ong	2,000	Amber Burchett	1,500	Lisa Heyman	1,500
Kasali Kotun	3,250	Andrew Aaron	1,750	Michael Burningham	1,500	Lindsay Hoopes	1,500
Mary Maida Fujii	3,250	Andre Bent	1,750	Sean Cahill	1,500	Newman Hoverd	1,500
Kershawn Payne	3,250	Jodi Bohdal	1,750	Justin Carter	1,500	Adam Huck	1,500
Thomas Tiller	3,250	Josephine Brown	1,750	Corey Champagne	1,500	Andy Jaikaran	1,500
Brian Welsh	3,250	Quiona Bryant	1,750	Rita Charles	1,500	Rodney Johnson	1,500
Nitesh Bhogaraju	3,000	Scott Davison	1,750	Ruth Charlesworth	1,500	Jean Joseph	1,500
Kenneth Greer	3,000	Juan De la Cruz	1,750	Joshua Cosentino	1,500	Robert Kanaan	1,500
Timothy Kieran	3,000	Alexandra Graham	1,750	Stephen Creaghan	1,500	Evan Kendall	1,500
Kyle Lewicki	3,000	I-Perfection Harris	1,750	Brian Culp	1,500	Lorenzo Lameko	1,500
Jamie Perse	3,000	Denise Hewison	1,750	Edward Davidson	1,500	Thomas Lapinski	1,500
Ofa Siasau	3,000	Christine Judge	1,750	Joshua Lassic	1,500	Israel Wizenfeld	1,500
Rachyle Stansell	3,000	James Keefer	1,750	Ashley Delevieuse	1,500	Anthony Wright	1,500
Zachary Hart	2,500	Natalie Linker	1,750	Matthew Diulus	1,500	Jake Yagjian	1,500
Aaron Haynes	2,500	Sulieti Lopeti	1,750	Jennifer Duke	1,500	Forest Gsell	1,250
Daniel G Johnson	2,500	Adrienne Mackay	1,750	Robert Dunn	1,500	Antonio Reyes	1,250
Clera Matafai	2,500	Aaron Parks	1,750	Harold Durana	1,500	Ransay Vazquez	1,250
Ronnie Patea	2,500	Oscar Portillo	1,750	Christopher Earle	1,500	Jennifer Bowman	1,000
David Shirley	2,500	Maria Ramirez	1,750	Loretta Ekeroma	1,500	Dorian Brown	1,000
Kathleen Barnes	2,250	Cynthia Schneiderman	1,750	Salafai Elisara	1,500	Rory Crockford	1,000
Heather Beals	2,250	Michael Stuver	1,750	Heather English	1,500	Jack Croxall	1,000
Gyad Ferguson	2,250	Folauhola Teepaaua	1,750	Debbie Ezernack	1,500	Shelly Cullen	1,000
Larry Finch	2,250	Peter Tovioleuatogi	1,750	Uatesoni Filimoehala	1,500	Ryan Hall	1,000
Joshua Fosnight	2,250	Josh Wheeler	1,750	Kori Firmin	1,500	Cathy Holly	1,000
Mike Hudnall	2,250	Kyle Wrobel	1,750	Sean Flagler	1,500	Tracy Lepore	1,000
Henry Ingraham	2,250	James Aalders	1,500	Lawrence Forte	1,500	Jonathan Maust	1,000
						Arthur McDonald	1,000

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Jeffrey Pearce	\$1,500	Fabian Mundaca	\$1,000	Trent Hilderbrand	\$750	William Shockley	\$750
Eric Powell	1,500	Svetoslav Nedev	1,000	Lorette Hines	750	Lydia Smith	750
Felicia Price	1,500	Raymond Ochoa	1,000	Christopher Hintz	750	Tim Smith	750
Syed Quadri	1,500	Premlata Pandey	1,000	Burnette Hughes	750	Robert Sobczakslomczew	750
Humberto Quintero	1,500	Phyo Phyo	1,000	Glyn Hurst	750	Taneshia Solomon	750
Yolanda Richardson	1,500	Ali Rothbaum	1,000	Kyle Istvanditsch	750	Brian Soulard	750
Robert Richman	1,500	Craig Shaw	1,000	Samy Jacques	750	Randolph Souliers	750
Reuben Rios-Cruz	1,500	Hayley Smith	1,000	Daniel J Johnson	750	Clinton Spaeth	750
David Rockway	1,500	Zbigniew Stankiewicz	1,000	Richard Johnson	750	Natain Stam	750
Robert Ross	1,500	Levi Stearns	1,000	Nicole Johnson	750	Colleen Stansu	750
Atta Saleh	1,500	Roger Watkins	1,000	Christian Jones	750	Anthony Stephens	750
Brandon Schwed	1,500	Delilah Abuosba	750	Hyungjun Kae	750	Brandon Summerton	750
Marian Sertler	1,500	Mary-Delores Ayarzagotia	750	Kolby Keller	750	Ofa Taelangi	750
Amr Shater	1,500	Anton Babarykin	750	Jeffrey Kleinberg	750	Mohulamu Taufa	750
Jason Siliva	1,500	Nicarus Baez	750	Ronald Knight	750	Randy Teyssier	750
Samantha Slinger	1,500	Daniel Bauer	750	William Knoy	750	Ritia Tokahere	750
Dwelyn Smith	1,500	Jonathan Beaird	750	Teaunna Lester	750	Matthew Trammel	750
Amy Smith	1,500	Amanda Beyersdorff	750	Ian Lindo	750	Jasmyn Ulberg	750
Thomas Soloweyko	1,500	Craig Blankenship	750	Crystal Lynch	750	Karina Valencia	750
Tyler Stewart	1,500	Joshua Boulay	750	Matt Maday	750	Sean Velasquez	750
Dustin Surace	1,500	Carrie Bowman	750	Steve Marker	750	Cody Walker	750
Talalelei Tanielu	1,500	Paul Brown	750	Gina Martinez	750	Melissa Wartman	750
Easter Taofinuu	1,500	Candice Carstarphen	750	Brittany Martins	750	Jason Wilk	750
Jessica Tasky	1,500	Astrid Cartagena	750	Jenna Maxwell	750	Anna Williams	750
Cathy Thompson	1,500	Matthew Caternolo	750	Brandon McCrea	750	Kascey Williamson	750
Eric Thompson	1,500	Robert Chun	750	Ryan Merritt	750	Timothy Wilson	750
Michael Vasu	1,500	Cameron Cimino	750	Dale Meyer	750	Justin Wise	750
Thomas Vena	1,500	Christopher Clark	750	Carla Miller	750	Craig Wright	750
Virgil Watson	1,500	Alana Clark	750	Marcus Moody	750	Michael Clemente	500
Bryon Welch	1,500	Kimberley Clarke	750	Barbara Moorer	750	Jacob Frasier	500
Wesley Wilkinson	1,500	Michael Clint	750	Levar Morgan	750	Kiriraukawa Hayward	500
Rodney Wilson	1,500	Nicole Conrad	750	Jacob Mullins	750	Andrew Helgeson	500
Roosevelt Wilson	1,500	Maren Conway	750	Monica Murray	750	Hunter Houvener	500
Patosina Winterstein	1,500	Joshua Cook	750	Lakeytha Murray	750	Taina Lameko	500
Israel Wizenfeld	1,500	Gretchen Crady	750	Sena Neilitz	750	John McGrath	500
Anthony Wright	1,500	Nigel Crowe	750	Nicole Nelson	750	Puhi Pivac	500
Jake Yagjian	1,500	Lori Dacyk	750	Allyse Nicholas	750	Rebecca Southey	500
Forest Gsell	1,250	Tere Diamond	750	Marcus Noel	750	Jimmy Tchen	500
Antonio Reyes	1,250	Matthew Diulus	750	Matt Pflueger	750	Eric Tsen	500
Ransay Vazquez	1,250	Jonathan Emura	750	Dexter Phillip	750	Sara Welch	500
Jennifer Bowman	1,000	Rosemarie Filippelli	750	Ataka Reed	750		
Dorian Brown	1,000	Horace Finnikin	750	Jesse Remby	750		
Rory Crockford	1,000	Zach Frentosos	750	Phillip Rigoli	750		
Jack Croxall	1,000	Christopher Giuffria	750	Amelia Ropetikilifi	750		
Shelly Cullen	1,000	Mark Gorman	750	Laurnas Ryla	750		
Ryan Hall	1,000	Jaci Guppy	750	Maciel Sandoval	750		
Cathy Holly	1,000	Johnny Gurley	750	Zachary Santino	750		
Tracy Lepore	1,000	April Harmon	750	Lucan Schmidt	750		
Jonathan Maust	1,000	Elizabeth Hayes	750	Tyler Scroggin	750		
Arthur McDonald	1,000	Andrew Hennick	750	Albert Serur	750		





LEADERSHIP ACADEMY

Record Crowd Overflows June Leadership 101

The McKinney campus was buzzing with energy and excitement as 143 future leaders attended **Leadership 101: The Fundamentals of Agency Building June 19-21**. More than 200 SAs and GAs applied to attend this session.

In addition to members of AIL's Home Office management team, Regional Sales Director Steve Kafkis, facilitator of Leadership 101, had a stellar lineup of Executive Council members including Joe Diecedue, Matt Henderson and SGA of the Year Simon Arias.

If you are interested in attending Leadership 101 on September 18-20, talk to your SGA now. It's filling up FAST!



Steve Kafkis speaking at Leadership 101.



Simon Arias, Vice President Field Ops Domenico Bertini and Needs-Based Director Mike Sheets were all presenters on Day 3. Simon brought his signature perpetual motion to *Taking Your Team to the Next Level* and *Motivating Mindset*.



On Day 3, President and Chief Marketing Officer Scott Smith gave his *10 Keys to Success*.

"Wow! That was a serious learning experience. Nothing can compare to the intensity that all presenters shared. The information was fantastic.

While the leaders Mike Sheets, Rob Falvo and Scott Smith have given wonderful encouragement and knowledge on business practices and ethics in previous meetings, bringing them all together with the "cream of the crop" in this environment really set fire to the experience.

The speakers I had not seen before, Domenico Bertini, Larry Strong, Joe Diecedue, Martin Groves and Simon Arias were extremely powerful. The knowledge and perspective that was passed down to us was amazing beyond words.

I am thankful for this opportunity and I am planning how I can lead future leaders to the moment where they become aware of how their power can set them free.

Thank you to all the AIL corporate staff, Cohen-Cohen Agency, Hector Sartori and Glen Latona for the encouragement, trust and faith to instill the mentality of success and *Opportunity Unlimited*."

— Andrew Durer (Cohen-Cohen Agency)

Leadership



Rob Falvo

Executive Vice President
AIL & NILICO

Abundance and Success to Spare

As you have probably noticed, this issue of *Spotlight* features our ongoing charity project, *Closer to the Heart*. It makes me proud to be working for such a benevolent company! I've talked and written many times about why and how charity, giving and serving are important in our growth as people and leaders. If this is an area of self-improvement for you, I want to share some of the changes I made in my thoughts years ago that continue to manifest in my life today.

1. **See the world as providing and abundant.** When you change the way you look at things, the things you look at change. When you see the world as providing and abundant, your intentions are genuine possibilities. You will be receptive to a God that provides rather than restricts. You'll see a world that wants you to be successful and abundant, rather than one that is trying to hold you back.
2. **Attract success and abundance into your life because that is who you are.** This puts you into harmony with God. Your goal is to eliminate any distance between what you desire and the source from which you bring into your life. Abundance and success aren't out there waiting to show up for you. Affirm that you already have those things. Thoughts held in mind produce after their kind.
3. **Initiate actions that support your feelings of abundance and success.** Here, the key word is actions. I've been calling this acting "as if" or thinking from the end and acting that way. Put your body into a gear that pushes you toward abundance and feeling successful. Act on those passionate emotions as if the abundance and success you seek is already here. Speak to strangers with passion in your voice. Answer the telephone in an inspired way. Make confidence and joy forefront when you lead.

4. **Remember that you will use your prosperity and success to benefit others and that no one lacks abundance because you've decided to get it.** The supply is unlimited. The more you partake of God's generosity, the more you'll have to share with others.
5. **Be as generous to the world with your abundance as God is to you.** Don't stop the flow of abundance by hoarding and owning material things. Keep it moving. Use your wealth in the service of others, and for causes greater than your ego. The more you practice detachment, the more you'll stay in tune with God.
6. **Develop an attitude of gratitude for all that He manifests into your life.** Be thankful and filled with awe and appreciation, even if what you desire hasn't arrived yet. Even the darkest days of your life are to be looked on with gratitude. Everything coming from God is on purpose. Be thankful while empowering your reconnection to God from which you and everything else originated.

Always remember what St. Paul said, "God is able to provide you with every blessing in abundance."

Tune to God's frequency, and you will know it beyond any and all doubt!

Closer to the Heart



Community
Hope
Donate
Give
Love

“Whatever you have to give is more than these people have.” – Roger Smith

Closer to the Heart is a long-term project through which Torchmark Corporation, via its affiliate companies, extends its commitment to the community by making financial and service contributions to programs that provide hands-on assistance in the communities we visit.

Torchmark CEO Mark McAndrew said the goal of Closer to the Heart is to “leave the places we visit better than they were before we came.” “We have all been blessed abundantly, and I encourage everyone to open your heart and your wallet in a big way to support these worthy causes,” added Roger Smith.

How to Donate

The Torchmark Benevolent Foundation is a registered 501(c)3 charitable organization. They will send tax receipts for individual gifts of more than \$250. For amounts less than \$250, your canceled check or wire transfer transaction confirmation will serve as your receipt.



Write a check payable to Torchmark Benevolent Foundation, with the notation ‘AIL Closer to the Heart Dominican.’ Send your check to the Home Office, Attn: Ginny Crow.

We cannot accept foreign currency checks. You may wire funds to: Torchmark Benevolent Foundation, McKinney TX 75070 ABA#026009593 Bank Of America Account#305003227653

Our first project – Los Cabos, Mexico Partner: Los Cabos Children’s Foundation www.loscaboschildren.org Photos courtesy of Heidi Diecedue

Representatives of LCCF escorted Roger, Mark, Jim and Nancy Surace and Heidi Diecedue on a tour of several projects they support. They visited Casa Hogar Orphanage and Casa San Juan Diego, which provides services for the large migrant community in that area. We donated a total of more than \$33,000 to benefit these two projects.



Heidi, Roger, Jim, Nancy and Mark met Kevin, who, through LCCF, received multiple surgeries in the US to correct his cleft palate.



A young resident of Casa Hogar



Casa Hogar is home to approximately 28 orphaned or abandoned boys. The facility can accommodate as many as 60 boys, but is limited by funding.



Heidi Diecedue shares sweets with children in a migrant shanty village.

“The Los Cabos Children’s Foundation notified us that they have wired \$1200 to us and that we have American Income Life Insurance Company and Torchmark Corporation to thank. Since all of our funding comes from individuals like you, this is a huge, huge help to Casa Hogar. These funds will provide summer camp for the majority of our boys. Any remaining funds will support our monthly operating expenses. On behalf of the boys that call Casa Hogar their home and the Board of Directors, I would like to express our sincere THANK YOU. When you again visit Cabo, please come visit us. The door is always open.”
– Michele Whicker for Casa Hogar

Our Current Project – Dominican Republic Partner: Food For The Poor www.foodforthe poor.org Photos courtesy of Food For The Poor

FFTP told us the most critical need in the Dominican Republic at this time is housing. The entire island has felt the effects of the 2010 Haitian earthquake and repeated hurricanes. Crushing rates of inflation and unemployment exacerbate the already depressed economies of both countries, which share the island. Consequently, this has halted the development of adequate housing, sanitation and water programs.

Most of FFTP’s efforts are concentrated in the northern coastal area, near the border between the DR and Haiti. One reason the need is so great here is the huge influx of displaced Haitians after the quake and hurricanes.

We all have an opportunity to make a difference!



The poor live in tents or shacks made of cardboard, plastic, tin, or whatever materials they can scavenge.



These rudimentary dwellings have dirt floors and barely provide protection against the brutal weather conditions associated with tropical living. Children and the elderly are highly susceptible to long-term illness due to the unsanitary environment and appalling conditions.



FFTP builds houses with solid walls, roofs that don’t leak, doors that lock, and floors that don’t turn to mud every time it rains. Our donations will enable families to move out of hazardous and unhealthy surroundings into new secure homes.

Individual Producers



1. Faleuseni Maumau
Auckland, NZ



2. Ryan Kendl
Huntington Bch, CA



3. Joshua Dishong
Columbus, OH



4. Alan Sedaghat
Surrey, BC



5. Samvel Tigranyan
Mission Hills, CA



6. Tevita Tupouniua
Auckland, NZ



7. Alana Connolly
Rochester, NY



8. Maijargal Sukhbaatar
Ridgeland, MS



9. Joseph Sarasin
Columbus, OH



10. Sathnarine Kumar
Plantation, FL



11. Les Swain
Irving, TX



12. Evan Wicklund
Nashville, TN



13. Robert Simmen
Woodridge, IL



14. Roghie Hassan Loo
Toronto, ON



15. Eugene Kashkin
Surrey, BC



16. Matt Flores
Concord, CA



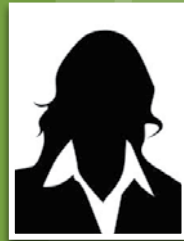
17. Timothy Cruise
Las Vegas, NV



18. Michael Schumacher
Pittsburgh, PA




19. Michael Hicks
Rochester, NY



20. Michelle Thibaud
Burlington, MA


IceBreakers



Michael Ayala
Flushing, NY
\$14,045 Net ALP
Jason Bratin MGA
Theodore Pappas SGA



Andrew Burns
Auckland, NZ
\$13,763 Net ALP
Paul Kelly MGA
Steve Friedlander SGA



Louis Anderson
Houston, TX
\$13,709 Net ALP
Michael Laramie MGA
Steve Greer SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

June Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Faleuseni Maumau	\$40,429	100		Ofa Tupouniua	Steve Friedlander
2.	Ryan Kendl	30,130		82.6	Nicholas Lorence	Altig-Orlovic
3.	Joshua Dishong	24,875	87		Zachary Hart	Surace-Smith
4.	Alan Sedaghat	20,497		87.2	Bobby Gujral	Altig-Orlovic
5.	Samvel Tigranyan	19,813		82.4	Erik Graham	Cohen-Cohen
6.	Tevita Tupouniua	19,461		75.5	Ofa Tupouniua	Steve Friedlander
7.	Alana Connolly	18,029	98		Brett Gryska	Oldham-Bianchi
8.	Maijargal Sukhbaatar	17,771		89.4		Samuel Lasala
9.	Joseph Sarasin	16,759	93		Robert Dunn	Surace-Smith
10.	Sathnarine Kumar	15,595	83		Noel Rose	Williams-Zophin
11.	Les Swain	15,426	90		Ala Awad	Alex Roland
12.	Evan Wicklund	15,338		81.1		Altig-Orlovic
13.	Robert Simmen	15,296		86.6	David Wang	Bob Olson
14.	Roghie Hassan Loo	15,108		79.8	Byron Paz	Josh Chalom
15.	Eugene Kashkin	14,778		88.1	Bobby Gujral	Altig-Orlovic
16.	Matt Flores	14,440		86.2	Matt Flores	Jatoff-Foti
17.	Timothy Cruise	14,427		73.7		Altig-Orlovic
18.	Michael Schumacher	14,176		86.4		Simon Arias
19.	Michael Hicks	14,173	96		Brett Gryska	Oldham-Bianchi
20.	Michelle Thibaud	14,066	95		Ricardo Grandt	Laura Fisher
21.	Laaina Havea	14,050		83.0	Ofa Tupouniua	Steve Friedlander
22.	Michael Ayala	14,045	100		Jason Bratin	Theodore Pappas
23.	Hannah Foster-Blaszyk	13,776	92		Zachary Hart	Surace-Smith
24.	Andrew Burns	13,763	100		Paul Kelly	Steve Friedlander
25.	Sione Maumau	13,735	98		Ofa Tupouniua	Steve Friedlander
26.	Joseph Davis	13,725	89		Zach Otto	Sabrina Lloyd
27.	Louis Anderson	13,709	100		Michael Laramie	Steve Greer
28.	Hulda Hicks	13,602	100		Jason Bratin	Theodore Pappas
29.	David Schanuel	13,555	97		Raymond Risucci	Dorian Oldham
30.	Casey Sperzel	13,412		69.3	James Allen	Travis Moody
31.	Roosevelt Jeanty	13,252		74.7	Henry Ingraham	Williams-Zophin
32.	Max Quasem	13,146		90.7		Cohen-Cohen
33.	Jeffrey MacBain	12,983	100		Andrea Nichols	Oldham-Bianchi
34.	Sulieti Lopeti	12,947	100		Ofa Tupouniua	Steve Friedlander
35.	Seselo Asitomani	12,781	100		Ofa Tupouniua	Steve Friedlander
36.	Lily Tchen	12,774		76.4		Cohen-Cohen
37.	Justin Hartmann	12,772	97		Andrea Nichols	Oldham-Bianchi
38.	Mark Harhager	12,536	87		Brandon Schwed	Matt Henderson
39.	Robert Richman	12,489	82		Matthew Parks	Surace-Smith
40.	Brian Hergott	12,483	100		Chris Lussier	Richard Correa
41.	Erez Shabtay	12,257		87.8	Cherri Xie	Altig-Orlovic
42.	Daniel Posner	12,191		86.6	Doreen Ryan-Foti	Jatoff-Foti
43.	Sherry Schick	12,166		87.0	John McGrath	Altig-Orlovic
44.	Evan Reich	12,158		76.8	George Noujaim	Philip Prata
45.	Joey Kennedy	12,127		80.6	Ryan Stenglein	Altig-Orlovic
46.	Michael Stuver	12,100	88		Zachary Hart	Surace-Smith
47.	Katie Massart	12,044		86.3	John McGrath	Altig-Orlovic
48.	Andrew Sunkin	12,020		69.1	Ariana Jones	Theodore Pappas
49.	Jeffrey Pearce	11,964	95		Sara Welch	Steve Friedlander
50.	Peter Hudousek	11,953		96.5	Ryan Bisanz	Alt-Orl-Traboulay

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

YTD Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Alan Sedaghat	\$238,146		87.2	Bobby Gujral	Altig-Orlovic
*2.	Jesudieu Portilus	136,806		76.7	Fritznel Octave	Williams-Zophin
*3.	Lily Tchen	117,846		76.4		Cohen-Cohen
*4.	Daniel Toshner	117,835		83.4	Joshua Olin	Altig-Orlovic
*5.	Katie Massart	115,780		86.3	John McGrath	Altig-Orlovic
*6.	Max Quasem	113,174		90.7		Cohen-Cohen
*7.	Samvel Tigranyan	108,381		82.4	Erik Graham	Cohen-Cohen
*8.	Tone Munro	100,186		83.7	Tone Munro	Steve Friedlander
*9.	Joshua Dishong	98,941	87		Zachary Hart	Surace-Smith
*10.	Roghie Hassan Loo	96,854		79.8	Byron Paz	Josh Chalom
11.	Richard Luzaich	96,510		92.1		Altig-Orlovic
12.	Amy Shui	95,589		91.6		Giglione-Ackerman
13.	Maijargal Sukhbaatar	91,288		89.4		Samuel Lasala
14.	Sathnarine Kumar	90,670	83		Noel Rose	Williams-Zophin
15.	Roosevelt Jeanty	88,344		74.7	Henry Ingraham	Williams-Zophin
16.	Michael Burningham	88,230		73.5	Rick Mansfield	Altig-Orlovic
17.	Mauselie Dor	83,559		78.2	Fritznel Octave	Williams-Zophin
18.	Ronald Rivera	80,475		83.1		Cohen-Cohen
19.	Matt Flores	80,234		86.2	Matt Flores	Jatoff-Foti
20.	Robert Richman	79,689	82		Matthew Parks	Surace-Smith
21.	Tevita Tupouniua	78,256		75.5	Ofa Tupouniua	Steve Friedlander
22.	Michael Stuver	77,725	88		Zachary Hart	Surace-Smith
23.	Bruce Tan	77,527		89.4	Christopher Clark	Altig-Orlovic
24.	Erez Shabtay	77,258		87.8	Cherri Xie	Altig-Orlovic
25.	Joey Kennedy	75,869		80.6	Ryan Stenglein	Altig-Orlovic
26.	Ryan Kendl	75,213		82.6	Nicholas Lorence	Altig-Orlovic
27.	Lee Jeffers	74,659		94.2	John McGrath	Altig-Orlovic
28.	Brock Lampe	73,865		82.6		Tiffany Roland
29.	Jean Joseph	73,264	93		Adeyemi Akinade	Williams-Zophin
30.	Paul Freeman Jr	73,242	80		Ryan Vopat	Surace-Smith
31.	Michael Schumacher	72,469		86.4		Simon Arias
32.	Denise Hewison	71,571	89		Zachary Hart	Surace-Smith
33.	Justin Germany	69,328		79.2	Justin Germany	Dan Rubio
34.	Casey Sperzel	68,851		69.3	James Allen	Travis Moody
35.	Gabriel Feldmann	68,278		84.6		Brandon Cooley
36.	Mark Neilson	68,218		78.2	Nicholas Lorence	Altig-Orlovic
37.	Timothy Cruise	68,119		73.7		Altig-Orlovic
38.	Mark Bleier	67,302		82.4	Rebecca Klebsch	Chris Hernandez
39.	Eugene Kashkin	66,983		88.1	Bobby Gujral	Altig-Orlovic
40.	Laura Thornton	66,368		87.2	Matthew Parks	Surace-Smith
41.	Dustin Dunbar	65,528		88.9		Altig-Orlovic-Venekamp
42.	Ross Ewen	63,976		81.8		Scott Rehberg
43.	Corey Lavigne	63,696		81.0		Eric Cochran
44.	Samson Adelufosi	63,136		78.2		Giglione-Ackerman
45.	Robert Ulreich	62,415		91.3		Jatoff-Foti
46.	Fritznel Octave	62,345		81.4	Fritznel Octave	Williams-Zophin
47.	Lesina Ah Sue	62,210		75.4	Stephen Hill	Steve Friedlander
48.	Francois Telfort	61,737		71.3	Ryan Hall	Laura Fisher
49.	Andrew Sunkin	61,626		69.1	Ariana Jones	Theodore Pappas
50.	Farid Hameditoloui	61,588	85		David Iriye	Altig-Orlovic

ALL TIME RECORD: TONE MUNRO \$477,360 Net ALP

Supervising Agents



1. Sione Maumau
Auckland, NZ



2. Josh Wheeler
Columbus, OH



3. Denise Hewison
Columbus, OH



4. Robert Biser
Columbus, OH



5. Alisha Armand
Flushing, NY

June Production							
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Sione Maumau	\$44,085	\$56,649	100		Ofa Tupouniua	Steve Friedlander
2.	Josh Wheeler	39,423	38,654		80.6	Robert Dunn	Surace-Smith
3.	Denise Hewison	35,024	41,617	90		Zachary Hart	Surace-Smith
4.	Robert Biser	33,855	31,610	85		Zachary Hart	Surace-Smith
5.	Alisha Armand	24,288	24,405		70.3	Levar Morgan	Theodore Pappas
6.	Kyle Lewicki	23,598	23,598	79		Mathew Hart	Surace-Smith
7.	Ashley Wenning	23,219	28,148		81.5	Daniel Hartwig	Surace-Smith
8.	Shelly Cullen	23,190	23,259		71.8	Stephen Hill	Steve Friedlander
9.	Terrence Williams	22,606	23,270	85		Souleymane Bah	Fred Hadayia
10.	Sokol Fazliu	22,086	21,288		74.1	James Keefer	Simon Arias
ALL TIME RECORD: \$286,210 1st Six Mo Agt							
ALL TIME RECORD: \$286,210 Net ALP							

YTD Production							
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Katie Shugert	\$151,204	\$166,435		72.8	Matthew Parks	Surace-Smith
2.	Edward Atkinson	142,660	154,775		82.3	Elias Hazen	Surace-Smith
3.	Josh Wheeler	128,442	139,202		80.6	Robert Dunn	Surace-Smith
4.	Nicholas Moore	127,242	239,808		74.0	Michael Romeo	Oldham-Bianchi
5.	Miguel Cotrina	126,492	128,540	97		Sara Welch	Steve Friedlander
6.	Denise Hewison	117,169	152,918	90		Zachary Hart	Surace-Smith
7.	Daniel Bernard	108,844	152,834		83.6		Oldham-Bianchi
8.	Kyle Lewicki	108,256	123,666	79		Mathew Hart	Surace-Smith
9.	Adam Huck	106,005	113,869		94.4	Zachary Hart	Surace-Smith
10.	Jonathan Tomko	99,953	106,377		69.3	Ryan Vopat	Surace-Smith
ALL TIME RECORD: \$653,097 1st Six Mo Agt							
ALL TIME RECORD: \$959,675 Net ALP							

General Agents



1. David Guzman
Columbus, OH



2. Tevita Tupouniua
Auckland, NZ



3. John Napiza
Concord, CA



4. Reynolds Akuamo
Flushing, NY



5. Louis Giogaia
Flushing, NY



6. William Myatt
Phoenix, AZ



7. Nicole Johnson
Cleveland, OH



8. William Parmeter
Rochester, NY



9. Elaine Kulawiak
Rochester, NY



10. Anthony Theriault
Columbus, OH

June Production							
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	David Guzman	\$88,367	\$92,961	89		Zachary Hart	Surace-Smith
2.	Tevita Tupouniua	64,406	92,481		73.5	Ofa Tupouniua	Steve Friedlander
3.	John Napiza	60,961	65,508	97		Doreen Ryan-Foti	Jatoft-Foti
4.	Reynolds Akuamo	52,052	68,418	94		Jason Bratin	Theodore Pappas
5.	Louis Giogaia	50,444	65,399	92		Syed Quadri	Theodore Pappas
6.	William Myatt	46,205	49,238	88		Chad Panzer	Brandon Cooley
7.	Nicole Johnson	40,241	51,423		72.1	Matthew Parks	Surace-Smith
8.	William Parmeter	39,144	66,818		74.5		Oldham-Bianchi
9.	Elaine Kulawiak	39,045	51,899		71.5	Andrea Nichols	Oldham-Bianchi
10.	Anthony Theriault	37,704	50,604		72.8	Zachary Hart	Surace-Smith
11.	Alexander Dorey	36,799	47,964		73.4	Robert Kanaan	Imran Satti
12.	Michael Logue	33,949	56,425	86		James Keefer	Simon Arias
13.	Daniel Fifita	32,843	37,176	93		Ofa Tupouniua	Steve Friedlander
14.	Zachary Santino	32,126	44,877		81.9	Stephen Jubrey	Oldham-Bianchi
15.	Harold Durana	32,077	45,462	85		Sarai Castanon	Jatoft-Foti
16.	Christopher Newman	31,659	33,548		72.2	Mathew Hart	Surace-Smith
17.	Yolanda Richardson	30,892	31,000	90		Kellen Cuttance	Slav Bitman
18.	Unique Hunnicutt	29,832	30,256	89		Ala Awad	Alex Roland
19.	Marian Sertler	29,669	39,432	92		Mark Wyner	Sabrina Lloyd
20.	Anita Ferris	29,625	32,576		84.5	Steven Cox	Theodore Pappas
ALL TIME RECORD: \$441,104 1st Six Mo Agt							
ALL TIME RECORD: \$624,474 Net ALP							

YTD Production							
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Nicole Johnson	\$336,091	\$488,624		72.1	Matthew Parks	Surace-Smith
*2.	Matthew Conrad	320,566	492,115		79.3	Matthew Parks	Surace-Smith
*3.	Louis Giogaia	290,717	349,312	92		Syed Quadri	Theodore Pappas
*4.	David Guzman	287,841	309,183	89		Zachary Hart	Surace-Smith
*5.	Christopher Newman	244,563	283,738		72.2	Mathew Hart	Surace-Smith
6.	William Parmeter	231,845	372,010		74.5		Oldham-Bianchi
7.	Zachary Santino	223,394	298,739		81.9	Stephen Jubrey	Oldham-Bianchi
8.	Alexander Dorey	222,449	294,664		73.4	Robert Kanaan	Imran Satti
9.	Elaine Kulawiak	206,212	323,232		71.5	Andrea Nichols	Oldham-Bianchi
10.	Anthony Theriault	203,371	276,070		72.8	Zachary Hart	Surace-Smith
11.	Kevin Holtz	202,359	298,428		75.2	Nicholas Zangardi	Surace-Smith
12.	Debbie Moke	199,970	255,771		71.8	Simon Rolland	Steve Friedlander
13.	Vatapuia Vavau	183,406	225,383		81.7	Lucky Faaitiiti	Steve Friedlander
14.	Aaron Haynes	175,142	200,967	83		Justin Adams	Simon Arias
15.	Ronald Kuttruff	172,973	192,795	83		Casey Kunash	Simon Arias
16.	Jessica Tasky	170,211	188,399	87		Justin Adams	Simon Arias
17.	Amanda Beyersdorff	160,427	224,705		74.8	Mathew Hart	Surace-Smith
18.	Harold Durana	156,956	181,403	85		Sarai Castanon	Jatoft-Foti
19.	Unique Hunnicutt	155,548	174,478	89		Ala Awad	Alex Roland
20.	Daniel Walton	155,315	228,932		83.4	Zachary Hart	Surace-Smith
ALL TIME RECORD: \$1,468,394 1st Six Mo Agt							
ALL TIME RECORD: \$2,262,883 Net ALP							

Master General Agents



1. Zachary Hart
Columbus, OH



2. Ofa Tupouniua
Auckland, NZ



3. Jason Bratin
Flushing, NY



4. Justin Adams
Pittsburgh, PA



5. Doreen Ryan-Foti
Concord, CA



6. Andrea Nichols
Rochester, NY



7. Matthew Diulus
Pittsburgh, PA



8. Samuel Cohen
Plymouth Mtg., PA



9. Matthew Parks
Cleveland, OH



10. Stephen Jubrey
Rochester, NY

June Production						
Rank	Name	1st Six Mo Agt	Net/ALP	Net to Gross	Retention	SGA
1.	Zachary Hart	\$168,031	\$227,606		79.2	Surace-Smith
2.	Ofa Tupouniua	159,354	214,344		70.6	Steve Friedlander
3.	Jason Bratin	90,105	142,405		70.7	Theodore Pappas
4.	Justin Adams	89,400	117,737		74.4	Simon Arias
5.	Doreen Ryan-Foti	88,004	232,412		73.4	Jatoft-Foti
6.	Andrea Nichols	84,275	105,414		73.3	Oldham-Bianchi
7.	Matthew Diulus	83,464	107,030		73.6	Simon Arias
8.	Samuel Cohen	80,338	122,453		71.6	Fred Hadayia
9.	Matthew Parks	76,106	103,823		76.5	Surace-Smith
10.	Stephen Jubrey	74,733	124,386		79.5	Oldham-Bianchi
11.	Brett Gryska	70,184	144,817		73.3	Oldham-Bianchi
12.	Stephen Hill	65,897	100,670		73.4	Steve Friedlander
13.	Robert Dunn	61,368	87,892		86.3	Surace-Smith
14.	Mathew Hart	51,217	83,874		74.3	Surace-Smith
15.	Syed Quadri	50,444	65,399		76.8	Theodore Pappas
16.	Sebastian Kazek	48,774	62,019		79.8	Matt Henderson
17.	Ryan Wilson	46,564	52,884		73.2	Philip Prata
18.	Robert Kanaan	45,391	68,536		72.7	Imran Satti
19.	Zach Otto	44,723	43,680		76.2	Sabrina Lloyd
20.	Joshua Jackson	44,656	53,524		73.0	Joseph Diecedue

ALL TIME RECORD: \$438,277 1st Six Mo Agt
ALL TIME RECORD: \$723,872 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net/ALP	Net to Gross	Retention	SGA
*1.	Zachary Hart	\$929,735	\$1,258,565		79.2	Surace-Smith
*2.	Matthew Parks	709,911	1,098,368		76.5	Surace-Smith
*3.	Justin Adams	666,482	854,479		74.4	Simon Arias
*4.	Mathew Hart	625,371	845,445		74.3	Surace-Smith
*5.	Jason Bratin	565,808	851,012		70.7	Theodore Pappas
6.	Ofa Tupouniua	446,290	609,455		70.6	Steve Friedlander
7.	Samuel Cohen	442,924	814,358		71.6	Fred Hadayia
8.	Matthew Diulus	438,609	638,156		73.6	Simon Arias
9.	Stephen Jubrey	426,014	834,840		79.5	Oldham-Bianchi
10.	Matt Turnquist	404,337	514,741		77.7	Richard Correa
11.	Stephen Hill	404,258	765,920		73.4	Steve Friedlander
12.	Elias Hazen	381,628	526,467		77.6	Surace-Smith
13.	Andrea Nichols	373,775	583,435		73.3	Oldham-Bianchi
14.	Brian Welsh	365,100	489,854		71.1	Simon Arias
15.	Randy Teyssier	355,939	526,213		70.6	Simon Arias
16.	Sara Welch	351,492	452,118		81.1	Steve Friedlander
17.	Raymond Risucci	330,017	465,369		73.4	Dorian Oldham
18.	Mark Wyner	325,321	368,229		72.2	Sabrina Lloyd
19.	Bryon Welch	324,752	413,988		80.8	Steve Friedlander
20.	Robert Kanaan	319,158	443,773		72.7	Imran Satti

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt
ALL TIME RECORD: \$4,468,285 Net ALP

Regional General Agents



1. Patrick Bendure
Columbus, OH



2. Thomas Vena
Pittsburgh, PA



3. Brett Gryska
Rochester, NY



4. Michael Vasu
Cleveland, OH



5. Paul Kelly
Auckland, NZ

June Production						
Rank	Name	1st Six Mo Agt	Net/ALP	Net to Gross	Retention	SGA
1.	Patrick Bendure	\$344,919	\$513,774		75.8	Surace-Smith
2.	Thomas Vena	286,183	439,400		73.4	Simon Arias
3.	Brett Gryska	229,190	374,198		75.8	Oldham-Bianchi
4.	Michael Vasu	214,219	329,311		75.1	Surace-Smith
5.	Paul Kelly	197,469	262,271	98		Steve Friedlander
6.	Bo Gentile	187,230	284,507		71.5	Williams-Zophin
7.	Justin Adams	160,385	226,911		73.8	Simon Arias
8.	Samuel Cohen	158,994	223,453		73.6	Fred Hadayia
9.	Stephen Hill	158,904	226,895		76.7	Steve Friedlander
10.	Doreen Ryan-Foti	143,680	375,273		74.9	Jatoft-Foti

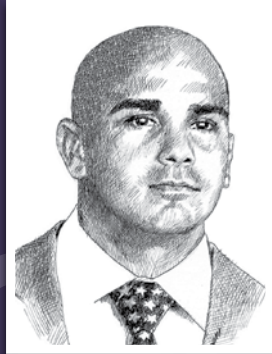
ALL TIME RECORD: \$980,159 1st Six Mo Agt
ALL TIME RECORD: \$1,435,508 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net/ALP	Net to Gross	Retention	SGA
*1.	Michael Vasu	\$2,084,010	\$3,169,774		75.1	Surace-Smith
*2.	Patrick Bendure	2,069,866	3,011,547		75.8	Surace-Smith
3.	Thomas Vena	1,916,527	2,864,430		73.4	Simon Arias
4.	Bo Gentile	1,468,058	2,405,741		71.5	Williams-Zophin
5.	Justin Adams	1,414,020	1,973,527		73.8	Simon Arias
6.	Stephen Hill	1,138,861	1,683,973		76.7	Steve Friedlander
7.	Brett Gryska	1,106,013	2,035,041		75.8	Oldham-Bianchi
8.	Samuel Cohen	884,239	1,448,964		73.6	Fred Hadayia
9.	Simon Rolland	739,858	1,004,389		69.7	Steve Friedlander
10.	Stephen Jubrey	728,640	1,458,289		77.7	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt
ALL TIME RECORD: \$8,242,209 Net ALP

State General Agents

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Simon Arias
CATEGORY I



Bob Olson
CATEGORY II



Matt Henderson
CATEGORY III



Slav Bitman
CATEGORY IV



Sabrina Lloyd
CATEGORY V



Brandon Cooley
CATEGORY VI



Philip Prata
CATEGORY VII



Jeremy Welch
CATEGORY VIII

Top Rookies



James Cunningham & Jamison Weatherspoon

Net ALP \$116,898

Top Start-Up



Jason Adamo

Net ALP \$29,303

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

June

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Simon Arias	74.0		\$467,278	\$347,000	135	26.5	161
	Oldham-Bianchi	75.3		327,004	282,000	116	23.9	140
	Surace-Smith	76.6		559,513	510,000	110	15.5	125
	Williams-Zophin	74.2		187,230	225,000	83	16.1	99
II	Bob Olson	75.7		\$200,937	\$182,000	110	28.0	138
III	Matt Henderson	74.0		\$138,133	\$139,000	99	21.4	121
	Steve Greer	75.0		147,166	139,000	106	11.6	117
IV	Slav Bitman	75.3		\$106,475	\$113,000	94	81.8	176
V	Sabrina Lloyd	70.2		\$96,381	\$104,000	93	42.7	135
VI	Brandon Cooley	87		\$121,798	\$143,000	85	70.8	156
VII	Philip Prata	73.7		\$83,904	\$80,000	105	18.9	124
	Eric Cochran	75.1		58,232	70,000	83	18.8	102
VIII	Jeremy Welch	73.4		\$80,444	\$70,000	115	33.6	149

YTD

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Simon Arias	74.0		\$3,614,182	\$2,082,000	174	97	271
	Surace-Smith	76.6		4,150,233	3,060,000	136	42	178
	Williams-Zophin	74.2		1,467,933	1,350,000	109	61	169
	Oldham-Bianchi	75.3		1,906,859	1,692,000	113	42	155
II	Theodore Pappas	71.5		\$1,388,970	\$1,302,000	107	29	136
	Fred Hadayia	74.0		1,048,904	948,000	111	13	124
III	Matt Henderson	74.0		\$882,224	\$834,000	106	72	177
	Steve Greer	75.0		1,112,499	834,000	133	40	173
IV	Slav Bitman	75.3		\$809,604	\$678,000	119	105	225
	Chris Hernandez	86		667,325	737,000	91	12	102
V	Sabrina Lloyd	70.2		\$719,194	\$ 624,000	115	81	196
	Joseph Diecedue	73.8		640,305	624,000	103	34	137
VI	Brandon Cooley	87		\$748,856	\$750,000	100	75	175
VII	Philip Prata	73.7		\$450,032	\$480,000	94	38	131
	Jeremy Welch	73.4		\$452,402	\$420,000	108	61	169

June

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Cunningham-Weatherspoon	76.2		\$116,898
	Alex Roland	79.6		103,619
	Dorian Oldham	73.1		86,875
	Kevin Davis	70.9		53,307
	James Bailey	72.6		31,348
Start-Up	Jason Adamo	83		\$29,303
	Javier Sandoval	82		27,257
	Samantha Chui	89		24,089

YTD

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Alex Roland	79.6		\$733,504
	Cunningham-Weatherspoon	76.2		723,662
	Dorian Oldham	73.1		618,636
	Kevin Davis	70.9		452,504
	James Bailey	72.6		288,406
Start-Up	Jason Adamo	83		\$56,573
	Javier Sandoval	82		35,949
	Samantha Chui	89		32,064

Public Relations



1. Malka Arony
CATEGORY I
Phoenix, AZ



2. Brenda Di Somma
CATEGORY I
Princeton, NJ



1. Robin Andrade
CATEGORY II
Malden, MA



2. George Farenthold
CATEGORY II
Rochester, NY



1. Lou Nell Busby
CATEGORY III
Henderson, TN



2. Lisa Verlander
CATEGORY III
Hampton, VA



1. Ken Altizer
CATEGORY IV
Nebo, WV



2. Paul Winslow
CATEGORY IV
St. Louis, MO



1. Shelly Korb
Atlanta, GA



1. Shey Stout
Dallas, TX



1. Malka Arony
Phoenix, AZ

Public Relations categories are as follows:
 Category 1 Population over 8,500,000
 Category 2 6,500,000 to 8,499,999
 Category 3 4,000,000 to 6,499,999
 Category 4 Under 4,000,000

ROOKIE: Reps with 2011 Hire Date

ICEBREAKER: Reps with 2012 Hire Date

PR MANAGER: Points earned based on overall growth for respective territories and percentage of Manager's team earning a monthly PR Bonus. If there is a tie for points earned, Top Manager determined by who has highest growth percentage.

Category	Rank	Name	Production in Cards	Manager
I	1.	Malka Arony	9,391	AZ / Tim Farr
	2.	Brenda Di Somma	3,278	NJ / Brian Ryan
	3.	Mark Gagliardi	3,193	NorCal & Reno / Chuck Hill
	4.	Rona Pileggi Spano	2,491	Chicago / Dawn Trudden
	5.	Larry Lozano	2,338	NorCal & Reno / Chuck Hill
II	1.	Robin Andrade	2,334	Mass & RI / Susan Kelleher
	2.	George Farenthold	1,264	NY State / J T Tasker
	3.	Holland Harriss	1,234	Southern FL / Steve Sanchez
	4.	Bernard Weaver	976	PA / Katherine Kidder
	5.	Shelly Korb	844	GA / John Keliher
III	1.	Lou Nell Busby	2,134	KY / Michelle Baxter
	2.	Lisa Verlander	1,780	VA / Jessica Ingerick
	3.	Mario Soljan	1,453	NZ / Steve Friedlander
	4.	Tamara Williams	1,329	IN / Michelle Baxter
	5.	Julia DiBartolomeo	1,232	AZ / Malka Arony
IV	1.	Ken Altizer	1,773	WV / Michelle Baxter
	2.	Paul Winslow	1,548	St Louis / Cindy Cleary
	3.	Lori Vaughn	1,430	OR / Rachele Valdez
	4.	Sarah Dufrechou	1,165	AR / Beth Farm
	5.	Shane Knowles	1,132	ME & NH / Susan Kelleher
Rookie	1.	Shelly Korb	844	GA / John Keliher
IceBreaker	1.	Shey Stout	533	Dallas / Jason Beckman

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

Category	Rank	Name	Production in Cards	Manager
I	*1.	Malka Arony	18,279	AZ / Tim Farr
	*2.	Mark Gagliardi	14,573	NorCal & Reno / Chuck Hill
	3.	Brenda Di Somma	13,455	NJ / Brian Ryan
	4.	Rona Pileggi Spano	12,847	Chicago / Dawn Trudden
	5.	Gabriela Berloni	12,742	ON / Jacqueline deVooght
II	*1.	Robin Andrade	13,148	Mass & RI / Susan Kelleher
	*2.	J T Tasker	7,289	NY State / Billy Sauers
	3.	Erica Dalager	6,458	MN / Laurie Onasch
	4.	David Scalisi	6,446	NY State / J T Tasker
	5.	Brett Hulme	5,840	GA / John Keliher
III	*1.	Tamara Williams	8,628	IN / Michelle Baxter
	*2.	Julia DiBartolomeo	7,631	AZ / Malka Arony
	3.	Katherine Kidder	6,124	PA / Denise Gilbert
	4.	Robin Denham	5,139	KS & NW MO / Cindy Cleary
	5.	Mario Soljan	4,778	NZ / Steve Friedlander
IV	*1.	Ken Altizer	10,823	WV / Michelle Baxter
	*2.	Paul Winslow	9,539	St Louis/ Cindy Cleary
	3.	Shane Knowles	8,308	ME & NH / Susan Kelleher
	4.	Darrell Dorey	6,967	Maritimes / Debbie Enstedt
	5.	Jacqueline Lowe	6,907	AB / Jacqueline deVooght

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER: 61,879 Cards

PR Managers

June Results			
Rank	Name	Points Earned	Director
1.	Malka Arony	10	Tim Farr
2.	Jacqueline deVooght	10	Debbie Enstedt
3.	Susan Kelleher	10	Laurie Onasch
4.	Jessica Ingerick	10	Laurie Onasch
5.	Sheila Morris	10	Rachele Valdez

YTD Results			
Rank	Name	Points Earned	Director
*1.	Jacqueline deVooght	60	Debbie Enstedt
*2.	Susan Kelleher	52	Laurie Onasch
*3.	Cindy Cleary	50	Patti Morgan
4.	Dawn Trudden	48	Denise Gilbert
5.	Chuck Hill	45	Susan Fuldauer

Congratulations to our June Bonus Earners!

- | | | |
|--------------------|-------------------|----------------------|
| Sue Akers | Holland Harriss | Irene Rurycz |
| Marlene Alen | Jerry Hartnett | David Scalisi |
| Jennifer Allen | Jenny Hearn | Nicole Schneider |
| Ken Altizer | Krissa Hensley | Crystal Senour |
| Robin Andrade | Chuck Hill | John Smyth |
| William Bell | Brett Hulme | Mario Soljan |
| Gabriela Berloni | Sandra Knapp | Rona Pileggi Spano |
| C J Briggie | Shane Knowles | Donald Spohn |
| Lou Nell Busby | Marilyn Kohlhasse | Jennifer Sprout |
| Fran Christie | Michelle Korb | Christina Stableford |
| Cheryl Cook | Donna LaMontagna | Shey Stout |
| Amanda Cross | Tracy Little | Cynthia Syvanych |
| Julia DiBartolomeo | Jacqueline Lowe | Leo VanDenBussche |
| Brenda Di Somma | Larry Lozano | Bill Verbeten |
| Darrell Dorey | Stephen Matous | Lisa Verlander |
| Sarah Dufrechou | Edward Matwawana | John Wagner |
| Vivian Dwyer | Erin McKee | Al Wall |
| George Farenthold | Steven Orcheron | Bernard Weaver |
| Mark Gagliardi | Kathleen Pappas | Joseph Westfall |
| Susan Gilbert | Janis Pitts | Tamara Williams |
| Rosanna Gill | Maureen Roberts | Paul Winslow |
| Laurie Gruber | Cas Robinson | |

BONUS

World's Greatest Bonus

\$1,242,832

TOTAL

TOP
10

Qualifier	Amount	SGA	Qualifier	Amount	SGA
Faleuseni Maumau	\$6,064	Steve Friedlander	Robert Simmen	\$3,658	Bob Olson
Ryan Kendl	6,024	Altig-Orlovic	Katie Massart	3,352	Altig-Orlovic
Samvel Tigranyan	4,549	Cohen-Cohen	Roghie Hassan Loo	3,347	Josh Chalom
Maijargal Sukhbaatar	3,869	Samuel LaSala	Matt Flores	3,096	Jatoft-Foti
Alan Sedaghat	3,697	Altig-Orlovic	Sathnarine Kumar	2,919	Williams-Zophin

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
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Eugene Kashkin	\$2,877	Lora Beronja	\$1,814	Edward Littell	\$1,547	Ronnie Knight	\$1,374	Lafi Papalii	\$1,245
Timothy Cruise	2,871	Kelly Roschbach	1,812	Victor Restrepo	1,543	Kelsey D'Onofrio	1,372	Kaitlyn Good	1,244
Joshua Dishong	2,799	Michelle Thibaud	1,798	Angel Arista	1,541	Ruben Soberanes	1,367	Benjamin Whitlow	1,241
Les Swain	2,729	Jeffrey Pearce	1,795	Laaina Havea	1,538	Al-Karim Walji	1,361	Charles Daher	1,234
Max Quasem	2,596	Mark Bleier	1,782	Maggieann McLeod	1,527	Jeffrey MacBain	1,359	Anand Jailall	1,233
Joseph Sarasin	2,533	Brandon Summerton	1,771	Tevita Tupouniua	1,526	Christopher Mendes	1,357	Daniela Ripalda	1,217
Sherry Schick	2,498	Bob Feao	1,767	Kierstin Kim	1,518	Christopher McFoy	1,353	Alexandra Curtin	1,217
Shawn Sheridan	2,449	Cheng Chang	1,762	Thomas VanOsdol	1,516	Brian Gilmore	1,353	Britton Costa	1,214
Evan Wicklund	2,357	Hulda Hicks	1,759	Peter Tovioleuatogi	1,516	Kimberly Alston	1,351	Stacy Fredrick	1,213
Alana Connolly	2,341	Ross Ewen	1,755	Andrew Barendt	1,513	Edward Huffman	1,350	Liliana Avila	1,212
Louis Anderson	2,317	Michael Stuver	1,752	Cynthia Sittig	1,502	Gordon Biggums	1,349	Kasie Greenwalt	1,208
Mark Harhager	2,297	Marcus Howard	1,734	James Thompson	1,498	Caroline Robichaud	1,346	Arnold Iacoviello	1,207
Erez Shabtay	2,292	Robert Richman	1,733	Jeffrodrew Vete	1,498	Violetta Goldman	1,344	Ryan Kissling	1,206
Roosevelt Jeanty	2,259	Stephanie Novel	1,733	Mevla Hasan	1,498	Ryan Leong	1,344	Aaron Dupras	1,204
Jesusdieu Portilus	2,241	Nathan Yeager	1,729	Victor Rodos	1,495	Zachary Hendricks	1,341	Bernardo Lopez	1,202
Christopher Williams	2,235	Ronald Rivera	1,722	Jessica Rights	1,495	Lleison Martinez	1,339	Lodean Glenn	1,194
Brian Hergott	2,216	Andrew Burns	1,716	Peter Houdousek	1,476	Michelle McCampbell	1,337	Duckens Fanfan	1,193
Hannah Foster-Blaszky	2,215	Vakhtang Nazaryan	1,698	Jennifer Holliday	1,467	Cashia Mason	1,336	Mario Chavez	1,193
Daniel Posner	2,212	Bryan Czajkowski	1,691	Todd Glazer	1,466	Denise Hewison	1,334	Zachary Montavon	1,188
Michael Schumacher	2,203	Michael Hicks	1,681	Reuben Rios-Cruz	1,462	William Dunlap	1,333	Nathan Thompson	1,188
Herivelto Pereira	2,200	Kasey Schultz	1,678	Mevla Feterika	1,455	Kevin Thurber	1,333	Michael Schmutz	1,187
Robert Ulreich	2,179	Benjamin Ainscough	1,669	Candice Schrader	1,454	Dennis Titcombe	1,330	Justin Davis	1,186
Lily Tchen	2,116	Dustin Klingebiel	1,667	Avis Kava	1,453	Eric Hidy	1,330	Trevor Mayer	1,184
Evan Reich	2,100	Nadezhda Vitchev	1,658	Steven Stensrud	1,445	Joseph Podrasky	1,327	Michael Stevens	1,183
Benton Tong	2,096	Amandeep Gill	1,655	Shorne Brown	1,439	Daniel Calero	1,318	Julian Brown	1,177
Mark Neilson	2,091	Thomas Crutcher	1,649	Beth Snow	1,437	Robert Taraska	1,317	Rencel Jones	1,175
Michael Birmingham	2,072	Victor Rosario	1,645	Jacqueline Reim	1,437	Brock Lampee	1,314	Chavonne Truitt	1,174
Daniel Armstrong	1,988	Maria Diringner	1,640	Amy Shui	1,425	Pamala McMillan	1,309	Brock Taylor	1,167
Paul Davis	1,985	Angela Waller	1,636	Karlea Jackson	1,422	John Young	1,308	Iryna Sushkova	1,164
Karen McQuoid	1,983	Carmela Pellen	1,636	Hugh Thompson	1,420	William Ragle	1,307	Beverly Smith	1,163
Samuel Nudelman	1,960	Selmira Gomez	1,635	James Aalders	1,420	Fabiola Flores	1,300	John Franklin	1,163
Richard Luzaich	1,959	David Schanuel	1,619	Douglas Zigby	1,418	Arie Davis	1,300	Gregory Johnson	1,163
Hunter Houvener	1,949	Jinzhou Zhao	1,609	Cheryl Rodriguez	1,406	Meakie Grice	1,298	Lisa Kahan	1,159
Casey Sperzel	1,925	Cheri Xie	1,609	Eric Williams	1,406	Sean LaCroix	1,289	Roberto Nieves	1,159
Farid Hameditoloui	1,916	Alan Lyons	1,601	Belinda Rodriguez	1,406	Gabriel Feldmann	1,285	Wayne Hargrove	1,159
Austin Cheley	1,911	Daniel Toshner	1,590	George Babish	1,402	Cynthia Schneiderman	1,281	Robert Yann	1,158
Brian Ruegg	1,894	Justin Hartmann	1,585	Anthony Brady	1,402	Andrew Sunkin	1,280	Samotta McKeever	1,158
Michael Ayala	1,888	Derrick Wright	1,578	Michael Brunello	1,400	Drew Johnson	1,276	Yvonne Zarathustra	1,158
Yussuf Elzein	1,886	Jason Capizzi	1,575	Omar Hashimi	1,397	Tiare Hubbard	1,275	Charles Ferrari	1,153
Elizabeth Lo	1,885	Jacqueline Kosalek	1,565	Shana Allmacher	1,395	Gary Slocum	1,269	Bernardo Estevez	1,147
Bruce Tan	1,863	Fritznel Octave	1,563	Rob Speers	1,393	Grieg Chapien	1,268	Bryant Livingston	1,147
Bruce Kaminski	1,851	Stacy Deurlein	1,561	Andrea Barenholtz	1,391	George Lahamedjian	1,263	Adam Field	1,146
MerryJane Sivas	1,837	Peter Kaplanis	1,561	Agatha Safford	1,391	Helen Taylor	1,259	Jessica Jasinski	1,139
Tasha Tucker	1,836	Joey Kennedy	1,556	Samantha Shaw	1,389	Jessica Spayde	1,247	Daniel Noll	1,139
Sulieti Lopeti	1,823	Orett Nelson	1,550	Ernest Rowe	1,376	John West	1,246	Dwayne Garrett	1,137

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Janice Moseychuck	\$1,135	Jennifer Wehrle	\$1,008	Linda Moore	\$911	Anna Davis	\$831	Andrew Whitely	\$761
DeAnthony Hartman	1,133	Andrew Helgeson	1,008	Kyle Bennett	910	Blair Burroughs	829	Diane Masuini	760
Philip DiGregorio	1,132	Dustin Brooks	1,007	Jennifer Sustache	910	Leslie Polanco	829	Ramakrishna Devanaboina	760
Pemehine Muliaga	1,131	Scott Sherman	1,004	Shawn Fisher	910	Charles Johnson	827	Annette Currie	757
Ronald Esmon	1,130	Vu Phan	1,003	Michael Stewart	907	Robinson Parramejia	826	Christopher Caccomo	753
Curt Snow	1,128	Tyler Stewart	1,001	Ruth Fonua	905	Linda Henke	825	Carly Ferraro	751
Scott Hanna	1,127	Scott Remmey	1,001	Shawna Rocklein	904	Hailey Baert	824	Jonathan Nadigoo	751
Jodi Bohdal	1,127	Dean Jensen	999	Arthur Westergren	904	Stephen Darrington	824	John Sparby	750
Bryan Blust	1,126	Gabrielle Harris	997	Samson Adelufosi	903	Joseph Tuley	823	Lynn Doolittle	748
Jonathan Kitzmiller	1,123	Paul Wood	995	Ryan Ward	903	Iman Masboob	823	Eugenia Muth	747
Syntia Mariner	1,123	Jean Joseph	995	Ronald Fitzgerald	903	Leslie Austin	819	Madai Price	747
Drew Stimmel	1,122	Chang Yeung	994	Stanislav Korzhiletskiy	902	Mohulamu Taufa	818	Tone Munro	746
Alan Coy	1,119	Lawerence Smith	991	Jeremy Falgout	901	Semir Mulic	817	Shannon Neville	746
John Shearer	1,116	Lacreshea Prude	990	Robert Gibson	901	Kevin Haines	817	Tracey Curry	745
Jamie Perse	1,115	Jamie Haack	987	Donna Hicks	900	Benjamin Goldberg	816	Tommy Collins	745
Theresa Whitten	1,114	Jeffery Shurlow	986	Lepolo Kolo	895	Isaiah Alford	815	Sonja Phillips	740
Barbara Stillwell	1,114	Jason South	986	Tienna Stempowicz	895	Michelle Malinov	815	Todd Harding	738
Dustin Dunbar	1,113	Mary Walton	985	Bianca Williams	895	Eric Peyton	815	David Kirst	738
Eduardo Gomez	1,112	Godfrey Goodrich	982	Anthony Easter	894	Gary Brown	814	Janice Cole	737
Joseph Shanks	1,107	Sheena Marcum	981	Mitchell Rothschild	893	Dawn Selden	813	Hyun Yoon	735
Joshua Mandell	1,104	Amelia Ropetikilifi	979	Anna Johnson	892	Kory Allenbaugh	812	Katie Cetina	735
Gabriel Manzo	1,100	Christina Haskins	979	Paul Dixon	888	Noah Waldman	811	Samneang Prom	733
Faamatausaga Lealaialuloto	1,100	Gina Cuza	978	Richard G Bell	884	Robert Sobczakslomczew	809	David Hawkins	733
Lorena Soto	1,099	Sean Grant	976	Jerrold Milne	884	Richard Martinez	807	Carroll Lewis	732
Joseph Ruhl	1,098	Corey Lavigne	972	Charles Belt	879	Brandi Gillihan	807	Thelma Spencer	731
Jonathon Davis	1,097	Dustin Kiss	971	Steve Marker	876	Roger Watkins	805	Satbir Singh	730
Tia Willoughby	1,092	Nicole DiPace	971	Robert Drake	875	Robert Hassert	805	Robert Granzow	729
Marium Sherzai	1,092	Alex Rozotto	970	Christian Ortiz	873	Steven Rotherforth	804	Sean Birt	729
Kasali Kotun	1,089	Willie Hayden	969	Mark Hunneshagen	871	Patrick Hill	803	Antoine Etienne	728
Beau Springer	1,089	Beau Springer	969	Christopher Giuffria	870	Christopher Giuffria	803	Howard Dotson	727
Crystal Reeves	1,087	Barry Noller	965	Shane Hejmanowski	868	Helen Miller	802	John Napiza	727
Ransey Vazquez	1,087	Michael Moore	962	Kardel Brooks	868	Helen Miller	802	John Napiza	727
Linda Sahuauqui	1,085	Melinda Casey	957	Melissa Turner	868	Kardel Brooks	799	Jessica Kurney	726
Tam Nguyen	1,085	Sarah Hess	957	Tatanisha Snead	867	Sani Masuini	799	Sarah George	726
Shannon Kruger	1,080	Cierra White	955	Michael Mayer	867	Michael Sandoval	799	Steven Chen	725
Nicholas Clark	1,077	Michaela Rextler	955	Chena Blair	865	Andrzej Sertler	798	Jason Engelman	725
Mauricio Rodriguez	1,075	Benjamin Rexroth	955	Michael Shaba	865	Jolinn Barner	797	Jeffrey Boland	725
Maren Conway	1,074	John Galindo	952	John Galindo	864	Dale Whitmore	796	Antony Samedy	724
Sally Wilson	1,073	Douglas Buhl	952	Douglas Buhl	863	Irene Roufael	795	Kevin Lewis	722
Michael van Delft	1,070	Anthony Batista	950	Darlene Carmon	861	Chad Potts	795	Mele Tova	721
Inna Stoyan	1,069	Jordon Lee	948	Ruben Santillana	859	Demetrius Hall	795	Saia Paea	720
Rajendra Narine	1,063	Juan Hoyos	946	Nutris Mishanie	858	Benjamin Keith	793	Maria Ricardo	720
Melvin Arritt	1,061	Sandra Linse	945	Gabriel Fuentes	858	Selena Simpson	792	Alejandro Torruella	720
Todd Bennett	1,059	Vaimalaala Taufa	943	Oscar Ortiz	858	Kyle Mogensen	791	Laura Wilson	718
Josh Schwab	1,057	Todd Bennett	940	Rolando Mararac	857	David Farraway	790	Kenneth Ford	718
Mary Maida Fujii	1,056	Patricia Contreras	939	Deborah Parnell	855	Jeremiah Wiskeman	790	Lee Smith	718
Shantel Chester	1,056	Stephen Giddens	938	Jose Lopes	855	Jeremiah Wiskeman	790	Marva Lumar	716
Michael Turney	1,053	Laura Duncan	938	Ronald Baldwin	854	Sione Maumau	787	Rafael Maldonado	716
William Volk	1,053	Carlton Eto	935	Sami Lyons	853	Sami Lyons	784	Leah Warner	715
Michelle Simons	1,051	Douglas Slagboom	934	Dudith Pierre-Victor	852	Dudith Pierre-Victor	782	Alexander Premoli	714
Andy Jaikaran	1,050	Spencer Rowland	932	Ian Lindo	851	Diane Carrión	782	Nicholas Powell	713
Victor Challenger	1,047	David Polk	931	Brian Mitchell	850	Mahiyar Vazifdar	781	Nectoria Horos	710
Angela Pronti	1,046	Derek Martin	931	Brittini Galloway	849	James Summers	780	Memuna Fofanah	710
Eugene Odom	1,044	Naomi Derkatch	930	John Garrett	849	Henry Fornet	779	David Solomonov	710
Kyle Kiffner	1,043	Joy Horcajo	928	Adam M Schulte	849	Adam M Schulte	779	Jane Derouen	709
Jerrina Battle	1,039	Kristopher Tindle	927	Timothy Alvarado	778	Timothy Alvarado	778	Dawn Montgomery	708
Iosefo Absoonfolasaitu	1,038	Sean Riley	926	Joanna Doumas	776	Joanna Doumas	776	Franklin Faulds	706
Jeffrey Kosek	1,038	Laura Thornton	926	Oceanna Trzeciakcates	775	Oceanna Trzeciakcates	775	Darryl Haverland	706
Victoria Wippich	1,037	Robert Recker	924	Gary Bowen	772	Gary Bowen	772	Ketevan Berianidze	705
Carissa Van Wagenen	1,037	Nicarua Baez	924	Sarai Castanon	771	Sarai Castanon	771	Tyler McKnight	704
Jamie Smith	1,035	Mike Hudnall	921	Jennifer Bowman	770	Jennifer Bowman	770	William Smith	704
Todd Homer	1,034	Kayla McKinney	920	Grace Jongejan	770	Grace Jongejan	770	Jelisa Lawson	704
Randy Schubert	1,030	Jahara Lewis	920	Sabrina Widner	769	Sabrina Widner	769	Sierra Briddell	704
William R Brown	1,030	Christopher Earle	919	Karlos Jordan	769	Karlos Jordan	769	Timothy Stocker	703
Jesse Wise	1,029	Matthew Foster	919	Joshua Franco	768	Joshua Franco	768	Nicole Epstein	703
Charles Njoya	1,028	Melanie Hail	917	Kelly Ekker	768	Kelly Ekker	768	Mir Khan	702
Jeffrey Pitts	1,026	Maria Ramirez	917	Brianna Chappel	766	Brianna Chappel	766	Brianna Goldsby	702
Jade Toler	1,022	Angela Cockburn	917	William Howard	766	William Howard	766	Ashley Wenning	700
Jessica Kirchstein	1,021	Angela Garnett	913	Richard Carter	765	Richard Carter	765	Althryia Williams	700
Paul Kelly	1,010	Christopher Restifo	912	Tibor Simon	764	Tibor Simon	764	Elizabeth Hodgson	700
Jose Guerreiro	1,010	Maureen Moors	912	Folauhola Teepaaua	763	Folauhola Teepaaua	763	James Kelly	698
		Sarah Padilla	912	Yvette Yerenasosa	762	Yvette Yerenasosa	762	Mollie Miller	698
		John Sikora	912						

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Joe Roy	\$697	Christopher Doss	\$637	Erik Williams	\$580	Mark Diebolt	\$528	Juan Sosa	\$485
Zakaria Elasri	695	Danielle Cardello	636	Jeremy Price	579	Max Morrirt	527	Shaun McDonald	485
Duncan Conner	694	Stephanie Ellerton	635	Wes Elder	578	Lysett Gonzalez	527	Charlton Strickland	485
Michael Copeland	692	Mamadow Diallo	634	John Geha	577	Catherine Gennaro	526	Frederick Williams	484
Michelle Castaneda	692	Simone Amos	633	Gary Stock	574	Melissa Losk	525	Anthony Mele	484
Brenda Howell	687	Nicklas Schumacher	633	Tracie Leonard	574	Alex Mayr	525	Dara Long	484
Michael Shemas	686	Calvin LaSalvia	633	Andrea Nichols	573	Fernando DeOliveira	524	Adam Johnson	483
Thomas Greenawalt	685	Marvin Chalwe	630	Michael Slusark	573	Joseph Meyer	524	Paramjit Sangha	482
Kevin Ristau	684	Theresa Perea	628	Erin Allen	573	James Boden	522	Jennifer Mixon	481
Malia Stufanga	684	Tautiaga Gaina	628	Elizabeth Halleran	572	Luke Terrill	522	DeMaris Pool	481
Chandler Green	682	David Norman	628	Samy Jacques	570	Joseph Mathis	520	Noel Ables	477
Chasity Wells	681	Pooran Sookhdeo	626	Mark Hart	569	Sabrina Roberts	520	Donald Fogleman	476
Christy Wells	681	Frank Cousins	626	Ryan Metcalf	568	Michael Woods	520	Charlotte Aken	476
Benjamin Jones	680	Richard Pazak	625	Candice Beadle	568	Jeffrey Hapke	519	Marta Cunha	474
Lauren Accardi	680	Kevin Grenoble	623	Virginia Kyles	567	Scott Crall	519	Matthew Cartwright	473
James Johnson	679	Connie Reichard	623	Anita Ferris	566	Michael Logue	519	Jason Chavez	473
Mark Hileman	679	Zachary Bradshaw	623	Rachel Balasingam	565	Timothy Pawley	518	Barbara Harden	472
Nicole Waterford-Davis	679	Nina Dolman	620	Steven Sparkes	565	Alireza Yaesubi	517	Lisa Long	471
Jessica Deyerle	679	Jaman Testerman	618	David Barone	565	Johanna Handa	516	Jason Lai	471
Scott Wheeler	678	James Smith	618	Ronnie Paul	565	Jacob Maaga	516	Bruce Mortensen	469
Natalie Soboleva	678	Teerra Battle	618	Caleb Longley	564	Enero Cooper	515	Faith Davidson	469
Freida Yakubov	675	Dominic DePompei	618	Jamie Winters	564	Kody Hoover	515	Luz Torres	469
Walter Peters	674	Wilfredo Velez	617	Travis Kajiwara	563	Niurka de Armas-Duran	515	Joseph King	468
Glen Latona	673	James Patterson	616	Ruth Aguasanta	561	Ruben Cal	513	Kim Vance	468
Jessica Burrows	672	Kathryn Maitz	616	Lalofau Faaitiiti	559	Jessica Santamarina	513	Bertrand Joseph	468
Joseph West	672	Allison Bankowski	615	Amy Slokan	559	Jerrold McGraw	513	Alex Hernandez	468
Thomas Strickland	670	Shaneda Johnson	614	Milad Parsa	558	Christopher Velazquez	512	Horace Johnson	467
Wendy Good	670	Cristal Villegas	613	Aja DeVore	557	Alexis Smith	512	Douglas Dockery	465
Derek Roeder	669	Robin Gillespie	613	Markel Vaughn	556	Charles Diulus	512	Milena Arceo	465
Benjamin Ericson	669	Fred Hugh	612	Erika Guerrero	555	Robert Fails	512	Valentin Ponyaev	463
Joel Iler	669	Rashaan Elam	612	Larry Sale	555	Anthony Wright	511	Erin Moore	463
Arturo Correa	668	Jeremy Bearden	611	Tony Geer	554	Jorell Washington	510	Brian Jensen	463
Angela Jackson	667	Christine Weatherspoon	611	Ginnie Mae Factor	553	Brian Willis	510	Brendan Gilbert	462
Scott Talley	666	Mark Bruni	610	Jonathan Collins	551	Brian Hutchings	509	Tara Trust	461
Michael Brooks	664	Daniel Bauer	609	Shawn Demyan	550	Ryan Gregoire	508	Jamar Willis	461
Harrynarine Ramoutar	664	Maualei Tavares	609	Chealsie Summers	550	Christine Augustus	507	Sabrina Mallett	461
Kiriraukawa Hayward	662	Christina Whitson	608	Desiree Dallas	550	Matthew Gabler	507	Ayman Elsalhy	461
Mike Bray	662	Polina Philbin	608	Shaina Jasper	549	Tishayla Smith	507	Jeffrey Miller	461
Delphine Bararwandika	661	Sharon Herard	607	Jason McCall	547	Jayshreeben Patel	507	Scott Ramsey	460
Evelyn Nkwenti	660	Eddie Whitney	607	Genoveva Duncan	547	Michael Keating	507	Jessica Silver	460
Stephen Carter	659	Viola Setefano	604	Daniel Lapiana	546	James Harrison	506	Marcos Dupreyaola	460
Temeka Bates	659	Saibatu Kamarah	602	Aron Brager	545	Karyn Powell	505	Jacob Kieffer	459
Dominic Okonta	657	Jonathan Raedcher	601	Lisa Richardson	544	Sandra Valdez	503	Avram Pinto	459
Craig Reynolds	656	Israel Wizenfeld	601	Peter Mello	543	Wilfredo Rivera	501	Christian Adkins	458
Mary Lynn	655	Larry Chick	601	Emily Christensen	543	Johleena Tolentino	500	Andrew Weber	457
Taylor Jackson	655	Julio Navarro	600	Enrique Borjas	541	Anthony Stewart	499	Joaquin Santos	457
Kevin Early	654	Joshua Garrison	600	Bridget Hartley-Loftman	541	Nicole Cuff	499	Wilfred Archampong	455
James Schneider	654	Margaret Armstrong	600	Joseph Ciavarelli	541	Bernard Oliphant	498	Andrew Hennick	454
Robert Burdi	653	Ronald Kutruff	600	Hal Adcock	540	Alfredo Hung-Lam	498	Amy Buskas	453
Ronald Kent	653	Easter Taofinu	600	Viona Lestage	540	Mathew Nabbefeldt	498	Elizabeth Lopez-Colon	453
Samara Ritter	651	Taisha Hawkins	599	Reneta Petrova	540	Candace Cottreau	495	Gretchen Crady	453
Yanira Carrillo	650	Matthew Lockmer	598	Dionne Gill	538	Harry James	495	Tarlochan Singh	452
Kingsley Tazinya	650	Rian Murray	597	Matthew McCarty	538	David Ramirez	495	Marty Klug	452
Brian Thompson	650	Keven Silvia	595	Linda Byas	537	Derek Franc	494	Heather Mauk	451
Nicole Rex	649	Gregory Brogan	595	Drew Frazier	536	Albert Biney-Amisshah	494	Desseire Fahie	450
Braylen Mack	649	Victor Schwenoha	594	Elyse Bryan	536	David Schlichting	494	Leah Stoltz	450
Robert Webb	649	Richard Dorsey	594	Henry Getz	536	Thomas Gerbereux	494	Brian Flum	448
Jeffery Carter	647	T J Rowell	590	Mumtaz Ganatra	536	Aleksey Zaytsev	493	Sean Watkins	448
Sharmila Lapana	646	Seselo Asitomani	590	Chad Davis	536	Craig Winkelman	492	Shanetha Johnson	447
Matthew Query	644	Konstantinos Gerolimatos	590	Christopher Weglarz	535	Virginia Lee	491	Jason James	446
Jonathan Morgan	643	Stefan Johannsson	589	Clinton Spaeth	535	Punalei Fanta	491	Jeremy McFarland	445
Tanya Potter	643	Danielle Gennaro	588	Jesse Martin	534	Tyler Finzer	491	Carol Stewart	445
Jatinder Hundal	643	Xavier MacLarty	587	David Romfoe	534	Stephanie Huntley	490	Chad Gilbertson	445
Sean Flagler	642	Randolph Souliers	587	John Tarnik	534	Ryan Casey	490	Reginald Huggard	444
Bunty Marino-Hona	641	Samantha Noll	587	Robert Zacharias	533	Nia White	489	Alfred Harris	443
Patrick Fox	641	Michael Roberge	586	Brenton Betts	532	Chris Edwards	487	Jimmy Tchen	443
Daniel Cook	640	Leonard Capucilli	585	Tawana Boyd	532	Felix Abu	487	Dennis Duggan	442
Kameico Robison	640	Thomas Miller	585	Paul Padoleski	532	Cynthia Murter	487	Dekisha Shockley	442
Marveliz Polanco	640	Shelby Poston	584	Bryan Phillips	531	Andre Hawthorne	487	Aaron Javier	441
Rachyle Stansell	639	Eric Johnson	583	Brenda Dentler	531	Michael Stone	486	Jeffrey Cook	441
John Yankovich	637	Abraham Mammur	583	Jonathan Beaird	530	Alexandria Villarreal	486	Jerry Fequiere	439
Jeremy Hernandez	637	Ricky Gowin	582	DeMarcus McNeil	530	Jeremy Barrier	485	Afuiva Vaai	438

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Walter Rivera-Trivino	\$438	Donald Larson	\$428	Alicia Dawson	\$417	Tarisa Tooke	411	Dustin Tran	\$403
Samuel Vasquez	437	Brendon DesBrisay	428	Joseph Beaulieu	417	Carolyn Bogle	410	Darlene Downey	403
John Davis	436	Karolina Debek	427	Rosario Ortega	417	Tyler Ryan	410	Benjamin Gilbert	402
Bradley Weigand	436	Kimberly Simpson	427	Chris Johnson	417	Andrew Durer	410	Blake Handrick	402
Patrick Seawright	436	Matthew Soukup	427	David Gaston	417	Yvette Nelson	409	Kiet Truong	402
Marko Jankovic	436	Iris Brookins	427	Eran Walters	417	Jacob Mullins	409	Nykia Braxton	402
Robert Frederick	435	Eric Reed	426	Lamin Jallow	415	Lisa Murillo	408	JoAnne Marks	400
Glyn Hurst	435	Thomas Ashton	426	Andre McCallum	415	Kyla Bond	408	Stephanie Nieves	400
Jillian Yeleck	434	Shane Scheel	426	Rhonda Steele	415	Johnathan Vo	408	Sebrena Cohen	400
Ashley Gregg	433	Lupelima Gray-Patea	426	Deborah Gossett	414	Aleta Coleman	407	Philip Eberhardt	400
Rachael Garza	433	Angela Simpson	421	David Cherrington	413	Karla McClellan	405		
Stacy Bryant	432	Ralph Casanova	421	Shawree Melton	413	Billy Hughes	405		
Debra Hunter	431	David Stille	420	Courtney Stille	413	Cynthia Wilhelm	405		
Mohammed Moalawi	431	Miranda Mortensen	420	Sherie Duvall	413	Paul Freeman	404		
Rangi Savage	431	Tatiana Greenhill	419	Zachary Griffith	413	Joyce Gay	404		
Evelyn Johnson	430	Jennifer Stella	419	Deanna Carfagno	413	Michael Foreman	404		
Kristan McConnell	428	Franklin Quezada	418	Yolanda Zehr	411	Tory Lennert	404		
Joseph Banta	428	Andre Woodard	417	Charmaine Puaacox	411	Ana Maumau	403		

Reinstatement Bonus
\$46,269

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Qualifier	Amount	SGA	Qualifier	Amount	SGA
Sami Mogannam	\$3,960	Jatoft-Foti	Daniel Pinschmidt	\$1,005	Jatoft-Foti
Joseph Smith	3,699	Simon Arias	Maryna Danielian	896	Steve Greer
Bradley Weigand	2,057	Surace-Smith	Dason Phaul	818	Theodore Pappas
Mitchell Look	1,926	Surace-Smith	Becky Hofstein	776	Richard Correa
David Jackson	1,703	Williams-Zophin	Ronald Friedlander	752	Theodore Pappas

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
John Bulecza	\$733	Maurice Baritz	\$602	Anna Senra	\$543	Joseph Schneider	\$478	Nadezhda Vitchev	\$407
Lorena Barriere	720	Frank Kolligian	578	Coretta Pherigo	492	Lawrence Turk	457	Gordon Mooc	403
Sudhir Patwardhan	608	Vakhtang Nazaryan	547						

BONUS

Leadership Bonus

\$1,199,872

TOTAL

TOP
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Qualifier	Amount	SGA	Qualifier	Amount	SGA
Zachary Hart	\$36,036	Surace-Smith	Stephen Hill	\$18,373	Steve Friedlander
Ofa Tupouniua	32,318	Steve Friedlander	Justin Adams	17,914	Simon Arias
Jason Bratin	22,439	Theodore Pappas	Brett Gryska	16,735	Oldham-Bianchi
Doreen Ryan-Foti	19,386	Jatoft-Foti	Matthew Parks	16,617	Surace-Smith
Andrea Nichols	18,648	Oldham-Bianchi	Samuel Cohen	16,039	Fred Hadayia

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
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Stephen Jubrey	\$14,501	Ryan Wilson	\$5,086	Mitch Duplantis	\$3,390	Travis Picklesimer	\$2,027	Kellen Cuttance	\$1,233
Matthew Diulus	13,603	Chad Panzer	5,061	John Sparby	3,385	David Wang	2,022	Shelly Cullen	1,223
Elias Hazen	13,415	Richard Henry	5,047	Mark Neilson	3,347	Johna Ryan	1,969	Alisha Armand	1,213
Robert Kanaan	12,744	Thomas Vena	4,910	Marko Jankovic	3,305	Alex Hernandez	1,955	Ryan Vopat	1,175
Robert Dunn	12,230	Steven Cox	4,779	Haoyu Xu	3,282	Denise Hewison	1,946	Brian Schreiter	1,172
Syed Quadri	11,425	George Noujaim	4,762	Ryan Tucker	3,227	Sharon Brenner	1,930	Andrew Bishop	1,167
Sebastian Kazek	10,961	Michael Mandella	4,620	Kenneth Greer	3,104	Steve Svendsen	1,925	Ashley Delevieuse	1,142
Randy Teyssier	10,870	Raymond Risucci	4,608	Krista Thieme	3,096	Beau Locker	1,866	Adam Huck	1,142
Mathew Hart	10,297	I-Perfection Harris	4,522	Roger Fung	3,082	Robert Biser	1,852	Harrynarine Ramoutar	1,142
Cherie Adams	9,735	Troy Plummer	4,503	Mack Doby	3,040	Jesse Spencer	1,823	Andre McCallum	1,138
Ala Awad	9,700	Noel Rose	4,499	Juan De la Cruz	3,033	Caleb Douce	1,797	Sokol Fazliu	1,134
Joshua Jackson	8,592	Bobby Szwaja	4,475	Kyle Klipp	2,969	Richard Dyer	1,789	Aaron Friedlander	1,126
Maria Willgruber	8,591	Magda Figueiredo	4,459	Kody Kramme	2,959	James Raymond	1,770	Nicole Johnson	1,120
Nicholas Lorence	8,474	Craig Strompf	4,455	Souleymane Bah	2,879	Robert Shafer	1,749	Keith Coscia	1,119
Chris Lussier	8,255	Michael Clemente	4,368	Rita Holmes	2,849	Christopher McMenomy	1,735	Joshua Goodman	1,105
Darron Hacker	7,891	Ryan Bisanz	4,345	John Hancock	2,837	Daniel Bauer	1,727	Bryon Welch	1,104
Ryan Hall	7,840	Byron Paz	4,288	Blake Higuchi	2,784	Susan Bergh	1,725	Erik Graham	1,103
Mark Wyner	7,660	Daniel Umbertone	4,269	Daniel Umbertone	2,736	Tim Smith	1,719	Tiffany Madsen	1,094
Levar Morgan	7,453	Kyle Johnson	4,226	Hyungjun Kae	2,728	Travis Brock	1,696	Richard Nypower	1,087
Daniel Hartwig	7,380	Christine Judge	4,204	Adeyemi Akinade	2,704	Denise Berrios	1,645	Joseph Lipetri	1,085
Michael Romeo	7,345	Kathryn Chaisson	4,144	Sione Maumau	2,700	London Burnett	1,644	Marian Sertler	1,080
Michael Laramie	7,229	James Allen	4,083	Rebecca Klebsch	2,654	Ryan O'Malley	1,587	Arnold Pacleb	1,043
Richard Barbour	7,145	Josh Bloomquist	4,035	Andrew Aaron	2,649	Brian Culp	1,571	Amr Shater	1,042
Melne Lewis	6,968	James Curtis	3,989	Cody Terrell	2,616	Paul Samra	1,559	Joshua Cosentino	1,024
Jake Yagjian	6,924	Zach Otto	3,988	Mathew Holzhauser	2,615	Mathew Mealey	1,558	Tina Phongsavath	1,020
Matthew Turnquist	6,862	Timothy Kieran	3,984	Rodney Ward	2,594	Jared Cleckner	1,551	Lisa Heyman	1,020
Sara Welch	6,765	Kasali Kotun	3,941	Nicholas Engrav	2,580	Sommer Daves	1,532	Carl Nazaire	1,010
Brian Welsh	6,618	Ricardo Grandt	3,931	Fritznel Octave	2,544	Ronnie Patea	1,519	Jahara Lewis	998
James Keefer	6,583	Jack Keiderling	3,928	John Napiza	2,541	Rafael Spratling	1,499	Dustin Rushin	991
Simon Rolland	6,366	William Smith	3,904	Brandon MacDonald	2,459	Anthony Theriault	1,470	Lawrence Reardon	981
Bobby Gujral	6,206	Paul Kelly	3,833	Scott Davis	2,442	Zachary Santino	1,467	Eric Powell	979
Alexandra Graham	6,193	AshLynn Orng	3,829	Reynolds Akuamoa	2,436	David Iriye	1,463	Valen Eberhard	978
Casey Kunash	6,147	Emmanuel Villasenor	3,783	Matt Pflueger	2,429	Shahab Mahdavinejad	1,418	Rory Crockford	977
Cara DeFiore	6,109	Darcy Schrieber	3,763	Brian Wilson	2,410	Gregory VanSuch	1,411	Natalie Soboleva	977
Nicholas Zangardi	6,020	Joshua Olin	3,761	Ryan Kendl	2,369	Eric LaBossiere	1,406	Noel Ables	973
Mavrick Fredericks	5,922	Mercedes Lloyd	3,736	Alfred Taren	2,362	James Lochard	1,370	Peer Shmelzer	966
Sean O'Reilly	5,823	Henry Ingraham	3,702	Corey Neff	2,327	Levi Stearns	1,362	Gary Bowen	949
John McGrath	5,724	Luay Ghawi	3,683	Josh Wheeler	2,323	Natalie Wagner	1,320	Ryan Jean	948
Atta Saleh	5,716	Steven King	3,682	Dustin Dunlap	2,277	Christopher Vasu	1,317	William Myatt	948
Moswen Taylor	5,682	Ransy Vazquez	3,667	Marcus Noel	2,208	Aaron Dunlap	1,291	Daniel Toshner	935
Aaron Parks	5,485	Lucky Faaititi	3,624	Ariana Jones	2,203	Jonathan Laaker	1,282	Elaine Kulawiak	924
Nigel Crowe	5,465	Alberto Alcalá	3,566	Tracy Haden	2,182	Thomas Soloweyko	1,277	Elizabeth Lo	923
Nasr Quadri	5,362	Crystal Lynch	3,542	Jonathan Maust	2,180	Brookalyn Stillwagon	1,271	Christopher Favor	920
Brandon Schwed	5,326	Aaron Ralston	3,500	Mark Corkrean	2,119	Astrid Cartagena	1,258	David Guzman	920
John Ophals	5,257	Ryan Stenglein	3,461	Natalie Linker	2,115	Pamela Altman	1,257	Louis Giogaia	919
Hunter Houvener	5,153	Andrea M Nichols	3,433	Jamaal Lynwood	2,092	Zbigniew Stankiewicz	1,255	Ofa Siasau	910

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Anita Ferris	\$906	Raphael Musto	\$774	Shane Scheel	\$654	William Ragle	\$527	Brian Hutchings	\$453
Christopher Hintz	904	Kristian Brennan	772	Stephen Creaghan	651	Patrick O'Brien	526	George Rosicky	453
Ryan McIntosh	902	Edward Atkinson	771	Michael Gerstein	650	Jordan Freeman	526	Justin Wise	452
Daniel G Johnson	899	Tyler Stewart	764	Linda Moore	647	Ryan Merritt	521	Peter McEnaney	450
Sarai Castanon	897	Ashley Wenning	756	Tere Diamond	646	Thomas Dolin	520	Christopher Newman	446
Andrew Haskins	896	Nicole Conrad	753	Andre Bent	637	Pamela Jenkins	518	Joy Nardone	446
Roosevelt Wilson	892	Vatapuia Vavau	749	Cynthia Schneiderman	636	Jonathon Anderson	515	Craig Blankenship	441
Francisco Zarathustra	892	Daniel Walton	747	Ataka Reed	636	Peter Kwiatkowski	513	Maurice Baritz	439
Seta Donabedian	879	Reuben Rios-Cruz	738	Kevin Talbot	631	Rovie Vanhtha	512	Leland Smith	438
Mark Danner	859	Nicholas Moore	737	Bradley Gray	631	Debra Hunter	506	Robert Janev	435
Richard Lyddon	852	Danielle Jankowski	733	Kyle Wrobel	627	Zaid Jian	503	Arnaecia Alridge	434
Erna Gasanin	839	Felicia Price	731	Paul DeRenzo	623	Patrick Rieger	495	Christopher Chovanec	431
William Parmeter	832	Alexander Dorey	730	John Reeves	620	John Bacaron	491	Brandon Baker	430
Darren Miller	831	Christopher Earle	729	Kevin Rendon	615	Anthony Batista	487	Rolando Vega	427
Bernardo Estevez	826	Scott Hanna	729	Marveliz Polanco	613	Anthony Wright	486	Samotta McKeever	427
Diego Aranguopuerta	826	Lydia Smith	729	Daniel Fifita	611	Daniel Rapp	486	David Miller	423
Earl Phillips	825	Philip Walters	724	Jorge Guerra	610	Gregory McDuffie	486	Jennifer Mitchell	423
Zachary Frentsos	825	Ross Budweg	718	David Kirst	606	Dominic Okonta	486	Ashlee Hutchins	422
Stacey Davis	824	Randy O'Campo	716	Eric Trautloff	594	Ryan Leong	481	Phillip Rigoli	419
Randall Cook	822	Michael Logue	715	Tamecka Dixon	594	Carissa Van Wagenen	481	Patrick Corton	413
Jennifer Kinder	822	Andrew McQuade	713	LaTonya Tucker	590	Deion Adams	480	Minh Phung	404
John Collins	814	Catherine Gennaro	711	Christopher Follestad	590	Vaimalaala Taufa	476	Gian-Paolo Diberardo	404
Jessica Santamarina	806	Joseph Schneider	706	Brandon Teter	590	Sara Wonderling	476	Samantha Sliger	404
Kasey Williamson	805	Unique Hunnicutt	698	Christopher Osborn	588	Philip Russo	469	Oscar Portillo	404
Matthew Conrad	805	Samy Jacques	697	Ahmad Abdollahzadeh-Parsa	587	Aaron Haynes	466	Amanda Beyersdorff	403
Charles Diulus	801	Terrence Williams	697	Andrew Pratt	585	James Smith	466	Carl Smith	401
Vernin Vigier-Reynoso	799	Eric Ebbitt	696	Jeffrey Pearce	581	Harold Durana	464		
Brodie Fischer	795	Jodi Bohdal	692	Daniel Bernard	579	Xavier MacLarty	463		
Ryan Fickert	790	Donald Dowbor	691	Brent Arbour	574	Debbie Moke	463		
Billy Northington	789	David Rockway	676	Nicholas Rogers	571	Charles Ferrari	462		
Tamara Hughes	785	Brandon Summerton	674	Peter Hudousek	566	Miguel Cotrina	458		
Stephen Jeung	785	Antonio Reyes	673	Samantha Romano	564	Felix Berger	455		
Leon Thompson	778	John Velardo	671	Carrie Bowman	541	Drew Frazier	454		
Bradley Kampmeier	777	Michael Cloherty	659	Hector Carrillo	536	John Sikora	454		
George Baumberger	777	Alex Elledge	658	Alan Silverman	535	Mark Gorman	454		

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BONUS TOTAL

\$2,488,974

World's Greatest
\$1,242,832

Reinstatement
\$46,269

Leadership
\$1,199,872

All qualifiers listed achieved at least \$400 in bonus totals

FOUNDERS CLUB

MILLION DOLLAR CLUB

Another champion, another milestone!
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Congratulations on your achievements.

June 2012 Qualifiers — Outstanding Producers & PR Representatives:



Eugene Kashkin

Altig-Orlovic
3rd Qualification
\$55,994 Net ALP
88.1 Ret



Samvel Tigranyan

Cohen-Cohen
2nd Qualification
\$87,125 Net ALP
82.4 Ret



Jason Anderson

Simon Arias
1st Qualification
\$92,705 Net ALP
92.7 Ret



Samson Adelufosi

Giglione - Ackerman Agency
Contract Date 06/30/03
Qualified June of 2012
\$1,003,351 of Net ALP

Directors of the Month



Driving Excellence

Sales Director of the Month

Leaders growing leaders!

Chris Selejan



Chris had 40.9% growth over June of 2011.

Well done, Chris!

PR Director of the Month

Leaders growing leaders!

Laurie Onasch

PR Directors earn points based on overall growth of their territory and percentage of their team earning a monthly bonus.

Laurie is the Top Director for June 2012.
Laurie had a total of 6 pts.

Excellent job, Laurie!



Perspective



Scott Smith

President
& Chief Marketing Officer

The Promised Land of AIL/NILICO

Bruce Springsteen has written some outstanding ballads about life, love and the struggles of middle class America. I'm a huge fan of his, and often people ask me one of the toughest questions you could ask a Springsteen fan: what is your favorite Springsteen song? My answer is always "The Promised Land." It's all about work, effort and achievement. It reminds me of the American Income/National Income Team!

*Working all day in my daddy's garage
Driving all night chasing some mirage...*

Your Promised Land starts with a plan. As we know, any (professional) journey has a map with both a starting point and a goal. But before you draw up your map, here are five steps I believe are necessary to evaluate whether, even with a map, you have the vehicle to take you to the Promised Land.

DECIDE EXACTLY WHAT YOU WANT — Knowing exactly what you want can be the difference between success and failure. It is key that you know exactly what you want in order to establish a true focal point. To the degree that we are able to focus and concentrate our effort, we increase our chances of success.

*There's a dark cloud rising from the desert floor
I packed my bags and I'm heading straight into the storm
Gonna be a twister to blow everything down
That ain't got the faith to stand it's ground*

THE TOUGHEST PART IS DETERMINING IF YOU ARE GOOD ENOUGH — You must desire a destination that is 100 percent of your potential and is achievable. Unachievable goals are a ticket to frustration and, ultimately, to defeat. While in life we have longer-term goals, in the short term, your goals must be achievable to build on and continually challenge you to construct the bigger picture.

DETERMINE THE PRICE TO BE PAID — Success cannot be obtained permanently, it can only be rented. There is a price that must be paid every day. Your commitment must be absolute with no deviations, no excuses. Commitment and effort come first. When you know what you

want, and want it badly enough, the how and the why will come to you. The price determines commitment; and commitment determines your chances.

*The dogs on main street howl 'cause they understand
If I could take one moment into my hands
Mister, I ain't a boy, no, I'm a man
And I believe in a promised land*

WORK HARD EVERY DAY — I'm not good at taking days off. Even when on a vacation, as long as I can get a few hours in, the rest of the day is more enjoyable. My father instilled in me a work ethic that I am proud to say has gotten me a paycheck every week of my life since I was sixteen years old. That includes a job at "The Red Barn" (aka McDonalds) my senior high school year, and as an intramural referee in college. Not a ton of strategy here. If you do not develop a great work ethic, never will you achieve a great goal.

*I've done my best to live the right way
I get up every morning and go to work each day
But your eyes go blind and your blood runs cold
Sometimes I feel so weak, I just want to explode*

DON'T GIVE UP — The history of mankind is made up of stories about turning defeat into victory. The best advice here is for you to change what you may have previously considered defeat into a setback instead. A setback does not signify the end; a setback is temporary. And as long as you're in the game and the clock hasn't expired, you have a chance to win.

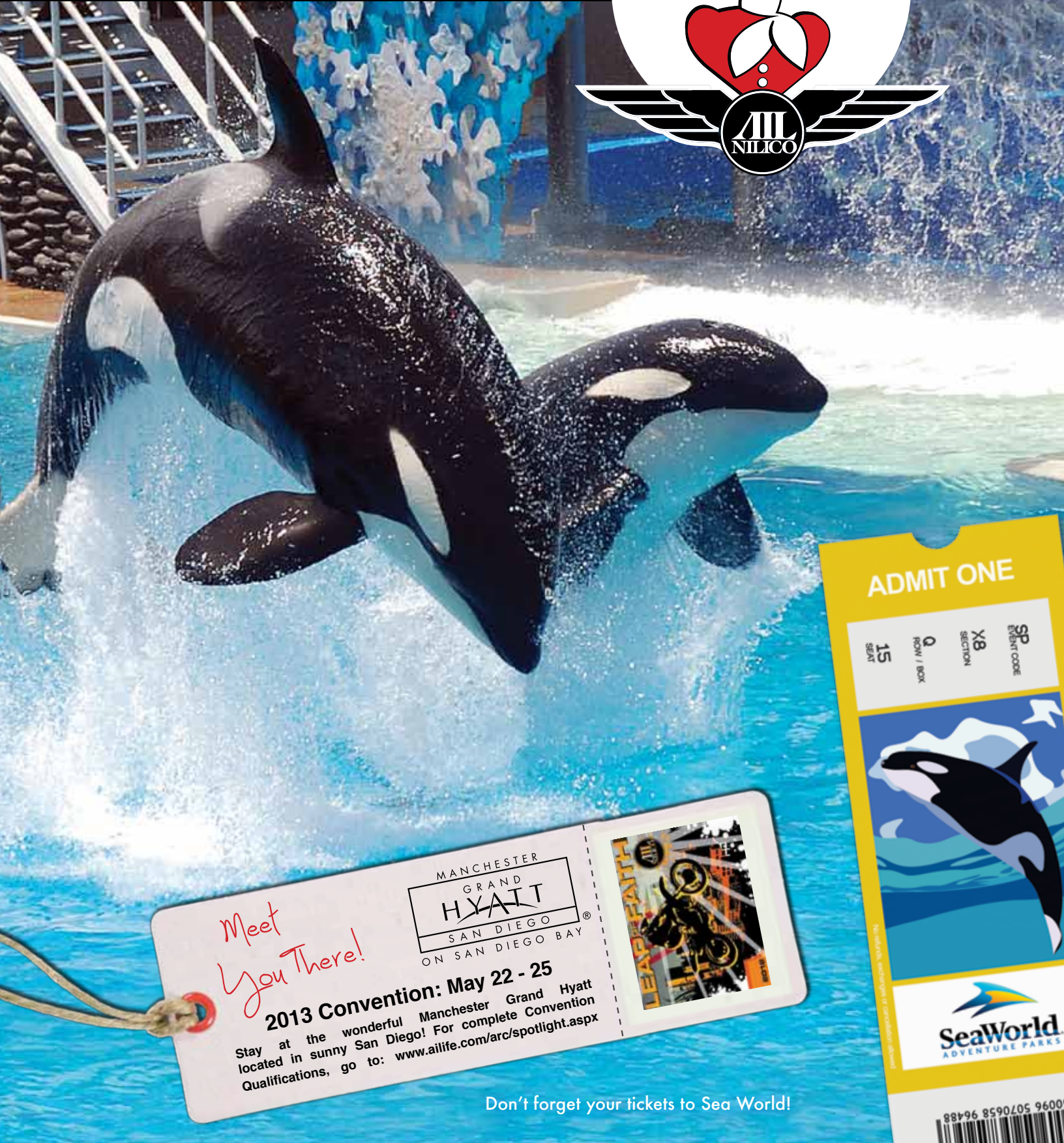
*Blow away the dreams that tear you apart
Blow away the dreams that break your heart
Blow away the lies that leave you nothing
But lost and brokenhearted*

The Promised Land at AIL/NILICO beckons to us all. It's right in front of you. Don't take your eyes off the road.



Please have your

TICKETS READY



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